

MAR 14, 1912  
MARCH 14, 1912

PRICE 10 CENTS

# Leslie's

THE PEOPLE'S WEEKLY

THE PANAMA CANAL  
AS IT IS TODAY



DRAWN BY KEESSAKE F. ROSENMEYER

Off for the Isthmus

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OVER 350,000 COPIES THE ISSUE

THE CHARLES SCHWEINER PAPER

# R-C-H "Twenty-Five"



*Model S S  
5-passenger touring car—110-inch wheelbase*

**\$950**

F. O. B. Detroit

Equipped with Hanna self-starter, 32 x 3½ tires, dual ignition, demountable and quick-detachable rims, gas tank, extra rim, top, windshield, 5 lamps, horn, tools, and tire repair kit, long stroke motor, 3 speeds, enclosed valves, magneto.

## 11,000 BONA-FIDE ORDERS IN FOUR MONTHS

### Draw Your Own Conclusions

#### OTHER R-C-H MODELS

##### S S Cars

Self-starter and other equipment same as model S S Touring Car quoted above.

##### English-Body Roadster

\$800 F. O. B. Detroit

##### Touring Roadster

\$900 F. O. B. Detroit

##### Colonial Coupe

\$1150 F. O. B. Detroit

Wheelbase of roadsters and coupe 86 inches—other specifications same as touring car. Coupe has enclosed body, drop seat for third person; 100 ampere hour lighting battery; 2 electric lamps, combination electric and oil side and tail lamps.

##### Standard Models

Completely equipped with top, side-curtains, windshield, lamps, generator, horn, tools and kit, but do not have the self-starter or other special equipment mentioned of the S S models.

5-Passenger Touring Car	\$ 850
Touring Roadster	800
Roadster	700
(Equipped for 4 passengers)	750
Colonial Coupe	1050

##### CANADIAN PRICES

F. O. B. Windsor, duty paid.

##### S S Models

Touring Car	\$1175
Touring Roadster	1125
Roadster	975
Roadster—4-passenger	1050
Coupe	1425

##### Standard Models

Touring Car	\$1050
Touring Roadster	1000
Roadster	850
Roadster—4-passenger	925
Coupe	1300

It's just a short time ago that we were impressing on the motor-car buyer the merits of the R-C-H. Today, so tremendous has been the country-wide appreciation of the wonderful R-C-H value, that we are forced to come to you with another message: "Speak quickly if you want one."

No other car in the history of the industry has ever approached the record made by the R-C-H. A few short months ago the R-C-H embodied a personality, a factory and a car-name. Today we have cash deposits on thousands more cars than were ever sold by any other organization during its first year. And every day dealers are writing, wiring, telephoning—imploring us to increase their allotments.

Frankly, we underestimated the wide-awareness of the average buyer. Of course we realized that a car with R-C-H construction and equipment would be a big seller at the R-C-H price. But where we figured in thousands, we find a demand for tens of thousands.

Many of our friends—more's the pity—will be disappointed. And so we want to impress upon you again the necessity for prompt action. Get in touch with your nearest R-C-H branch or dealer at once. For if you can't get an R-C-H, and want a car as good, you'll pay a thousand dollars more.

#### A Car That is Cheap Only in Price

That's the one fact we want to impress upon you. And we ask nothing more than your own judgment after you've seen the R-C-H for yourself—after you've made your own comparisons with other cars at double the price.

It's hardly necessary now for us to go into construction and equipment details—the R-C-H has been the sensation of half a dozen shows and the country is ringing with its merit.

But there are a few facts that will bear emphasis, even now.

#### The First Real Long-Stroke Motor

Some American designers have tried to achieve the much-desired long-stroke effect of the best European engines by lengthening the stroke and widening the bore in proportion. That is about the same in principle as trying to make a thin man by doubling the height and width of a short, stout one.

The R-C-H has the first real long-stroke motor used in an American car. A study of the best European models and thorough engineering tests determined its dimensions (3½ x 5). Of course, with the public demand for this type of motor, the selling arguments of some manufacturers will eventually resolve themselves into: "My motor is longer-stroke than any other." But it is well to remember that it is readily possible to overshoot the mark; and that the bore-stroke ratio of the R-C-H

motor has been proven to produce the maximum of power efficiency per fuel unit.

#### Left-Side Drive With Center Control

Any other than a left-side drive is an absurdity under American road rules. It is a wonder that American motorists tolerated a right-side drive for so many years; a greater wonder that American manufacturers retained it.

The drive on the R-C-H is left side; the control is center lever—out of the way, yet convenient to the operator's right hand.

The body is the graceful, roomy English type, recently made a feature of a few of the highest-priced American cars.

Greater accessibility; greater interchangeability due to the extensive use of drop forgings; ideal spring arrangement; perfect breaking system—there are dozens of R-C-H features that must be seen to be appreciated.

Let us show them to you.

#### General R-C-H Specifications

**Motor**—4 cylinders, cast en bloc—3½-inch bore, 5-inch stroke. Two-bearing crank shaft. Timing gears and valves enclosed. Three-point suspension. **Drive**—Left side. Irreversible worm gear, 16-inch wheel. **Control**—Center lever operated through H plate, integral with universal joint housing just below. Springs—Front, semi-elliptic; rear, full elliptic and mounted on swivel seats. **Frame**—Pressed steel channel. **Axles**—Front, I-beam, drop-forged; rear, semi-floating type. **Body**—English type, extra wide front seats. **Wheelbase**—110 inches. Full equipment quoted above.

**R-C-H CORPORATION, 130 Lycaste Street, Detroit, Michigan**

Branches: BOSTON, 563 Boylston St.; BUFFALO, 1225 Main St.; CLEVELAND, 2122 Euclid Ave.; CHICAGO, 2021 Michigan Ave.; DENVER, 1620 Broadway; DETROIT, Woodward and Warren Aves.; KANSAS CITY, 3501 Main St.; LOS ANGELES, 1242 So. Flower St.; MINNEAPOLIS, 1206 Hennepin Ave.; NEW YORK, 1989 Broadway; PHILADELPHIA, 330 No. Broad St.; ATLANTA, 548 Peachtree St.

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MARCH FOURTEENTH, 1912

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**Wonderful Arrow Motorcycle**

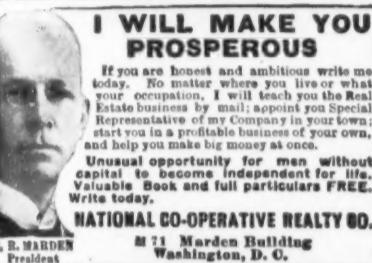
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THE PEOPLE'S PAPER

THE OLDEST ILLUSTRATED WEEKLY  
NEWSPAPER IN THE UNITED STATES  
ALL THE NEWS IN PICTURES

"In God We Trust."

CXIV.

Thursday, March 14, 1912

No. 2949

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Subscribers to Preferred List (see Jasper's column in this issue) will get current issue always.

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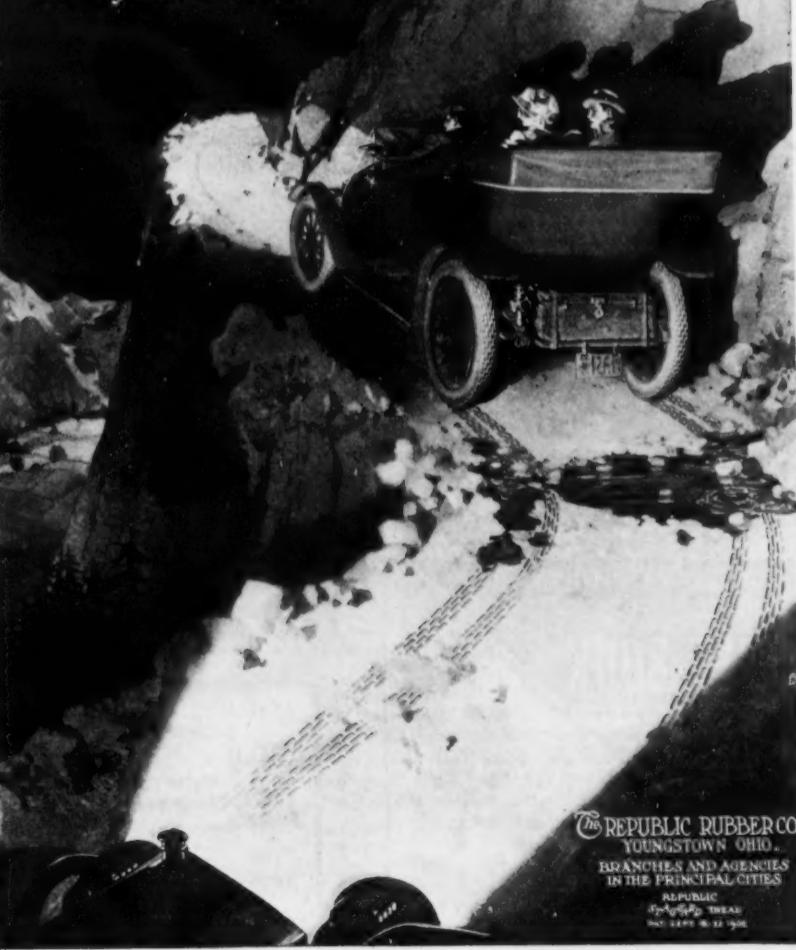
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found it much easier to address a large audience than a small one."—Hon. J. D. Garber, in the book "TALKING TO WIN." To those who have political ambitions we say: Send for this book; it will put you on the road to leadership.

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for salesmanship obtainable. I enrolled on that account, and found it a great help when selling," says one salesman. If you would know more send for the free book "TALKING TO WIN."

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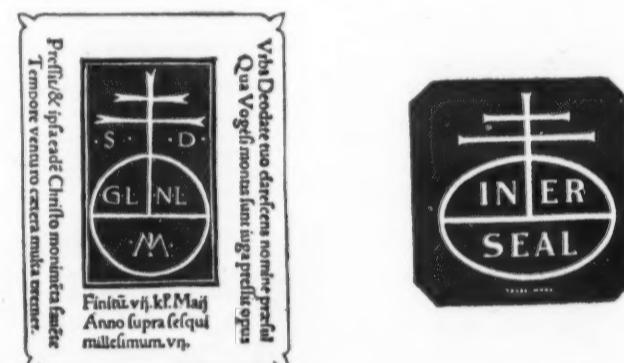
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### The Origin of a Famous Trade-mark

You have noticed, of course, the similarity between these two designs. One you recognize as the "In-er-seal" trade-mark, used on packages of a popular cracker. Admittedly it is an adaptation of the other, which is an old Venetian printer's mark.



That the printers in turn borrowed the idea from ecclesiastical sources is indicated by its symbolism. In the printer's mark the circle is round, you will notice. That is the original form, and represents the world. The upright line, with the two upper lines, on the other hand, making a cross, represents man's redemption. Taking this idea, the makers of the crackers have intended to suggest that trade standards have been raised through better methods, and the use of the mark is the more appropriate with them, because they originated the air-and-moisture-proof carton, which has revolutionized merchandising, and lifted food products out of the finger marked, and into the trade-marked class.

You probably know many of the company's other trade-marks, one with six letters, particularly. "Twould be easier to see how it came about, than the "In-er-seal."

*Allan Hoffman*

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# LESLIE'S WEEKLY

Vol. CXIV—No. 2949

March 14, 1912

Price 10 Cents, \$5.00 a Year

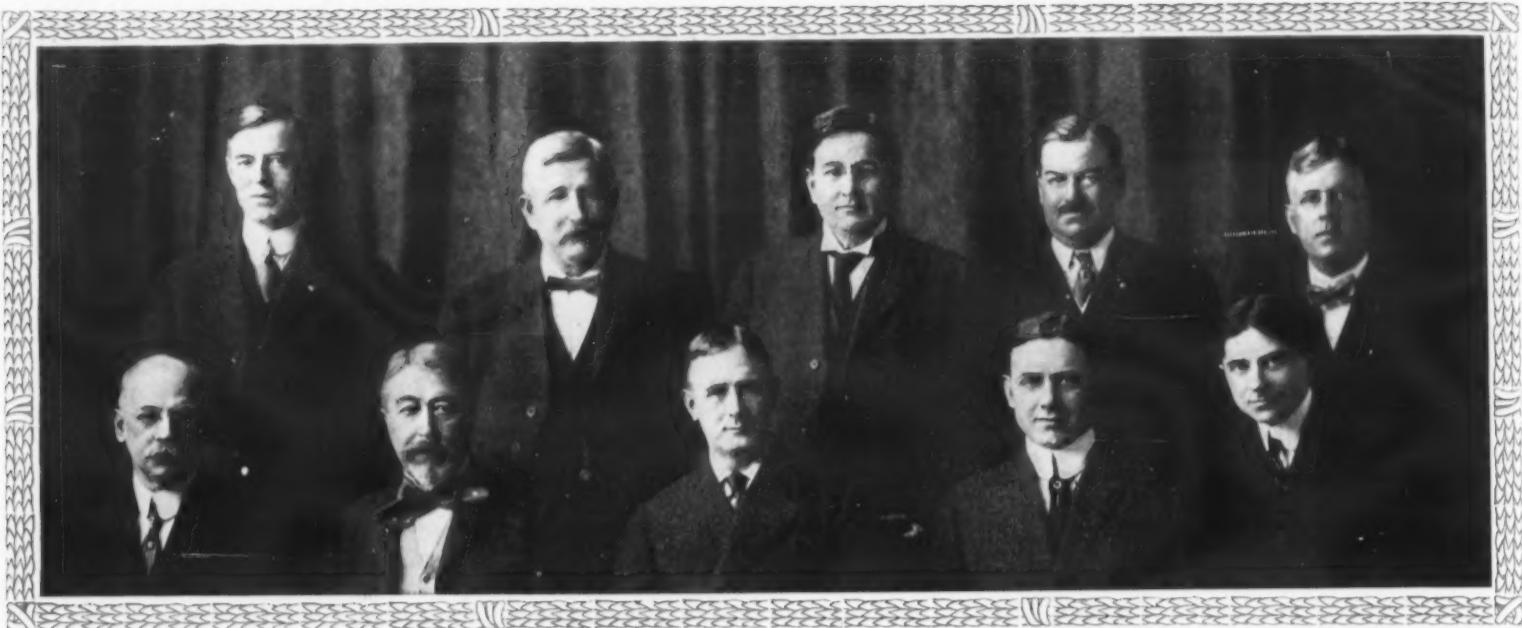


## The President of the World's Newest and Largest Republic

The Able and Famous Statesman Yuan Shi-Kai, Who Has Been Chosen the First Chief Executive of United China

THE ELECTION, by the National Assembly created by the revolutionists, of Yuan Shi-Kai, China's man of destiny, her foremost statesman, as President of the Chinese republic, apparently united the nation in support of the new scheme of government. In order that Yuan might have the office, Dr. Sun Yat Sen, the provisional first President of the republic, resigned, believing that thus he was acting for the highest good of the fatherland. Dr. Sun had been recognized as President by only the revolutionists in southern China, but Yuan is expected to command the recognition of all parts of the country. Grave difficulties confront Yuan as President of the world's latest and largest republic. He has had to contend with the mutiny of his own troops, riot and arson at Peking

and elsewhere with the possibility of foreign intervention. But the shrewd manner in which he brought about the abdication of the Manchu dynasty betokens exceptional genius for statecraft. Having been recalled to aid the dynasty which two years before had dismissed him in disgrace, Yuan for a time advocated a constitutional monarchy. But, finding that the insurgents would have no more of imperial rule, he gradually veered around in favor of the republic, merely demanding ample provision for the outgoing royalties. No sooner had the Emperor abdicated than Yuan's supreme fitness as a head for the nation was evident to all and his previous differences with the insurgents were ignored. His administration may yet give the new China a good start on a prosperous career.



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**Able Men Who Will Pave the Way for Choosing a President.**

Latest photograph of the sub-committee on arrangements for the Republican National Convention, to be held in Chicago on June 18, 1912. Left to right, bottom row: William F. Stone, sergeant-at-arms; Franklin Murphy, treasurer; Harry S. New, chairman; William Hayward, secretary; Victor Rosewater. Top row: Ralph E. Williams, Edward C. Duncan, Arthur L. Vorys, Fred W. Upham, David W. Mulvane.

**EDITORIAL****Fire!**

**I**T IS easy to cry fire. A good many like to do it. While the many are shouting, the efficient few put out the fire. Which do we admire the more—the shouters or the workers? Which are the more helpful? Which do good and deserve praise? It is too bad that everybody seems to want to shout "Fire!" while so few want to help put the fire out.

The meanest thing is the false alarmist. He wakes the sleeping family from restful slumber by his mad outcries. When they hastily dress and scramble out of doors to discover there is no fire, they have just reason for turning upon the alarmist. Are they satisfied when he tells them he thought he smelled smoke? Not much! The alarmist is lucky if he escapes just punishment.

We are having false alarms all over the land. Happy, contented, prosperous people have been told that they are unhappy, unfairly treated, with the heel of capital on their necks. Is this so? No! Anybody who can go back fifty, twenty-five or even ten years ago knows that we are all much better off than ever before. If living is higher, wages are higher; if work is harder, hours of toil are shorter; if capital makes money, it makes it only to spend it, and the more it spends, the wider its distribution among the working masses.

The alarmist declares that we must "bust" the great industrial corporations, while every other great country encourages them. As in a war between nations the largest navy and the strongest army win, so in the great warfare for the commerce of the world which all nations are waging, success is achieved by the strongest combinations that capital and labor can make. Demagogues may argue to the contrary, but read the annals of current events the world over and find the proof.

The false alarmist is threatening the welfare of labor as well as capital. The great Steel Corporation with its 200,000 employees, the great Standard Oil Company with 75,000 workers, the International Harvester Company, the packing, woolen, hosiery, sugar, cash register, knit wear and other great industrial interests with their countless army of workers, paying out millions in wages, supporting hundreds of thousands of families, were going along peacefully, winning the trade of the world and creating new markets everywhere for the products of American labor, until the trust-buster appeared. What good has he done? Has he opened more mills? Has he increased wages? Has he diminished the hours of labor? Has he reduced the cost of living in a single line? Let our readers answer these questions.

The woolen mills at Lawrence, Mass., were running along contentedly, when a false alarmist said the hours of labor should be reduced. The Legislature passed a law accordingly. A question arose whether, with reduced hours of labor, the old rate of wages should be paid for less work. The alarmist said, "Strike!" A reign of violence ensued. The militia were called out, one woman was killed and many persons were injured. The alarmist raised the cry of "Smash the machinery!" Dynamite was found where it could be used for purposes of destruction. Smash the machinery and destroy the mills! What would follow? The industry would rise from the ruins or it would be moved to a new center. But what of the working men and women? Where would they go? Whither would they drift? Would the false alarmist take care of them?

The alarmist has made much of the higher cost of living. It is true that the necessities of life, like butter, eggs, potatoes, bread and meats, have ad-

vanced. The farmer admits that he is getting better prices for his products, but he says the middleman makes more than his share. The middleman is the grocer, the butcher, the baker. Shall we drive them all out of business? We still believe in the good, old-fashioned policy of "Live and let live." Let the grocer, the baker and the butcher prosper. Let the farmer increase his lands and build new barns and storehouses. Let labor have its higher wage and shorter hours. These are the things that make us all happier and put the false alarmist out of business.

The false alarmist tells the farmer that the tariff is too high, that it makes his clothes, lumber and sugar more expensive. A scientific tariff commission, non-partisan, made up of Democrats and Republicans, of protectionists and tariff revisers, finds that the profit of the woolen mill on the cloth in an ordinary suit of clothes is less than half a dollar. A farmer will make as much as this on a few dozen eggs or a few bushels of corn. Leather has been put on the free list, but the price of shoes has been advanced. The protective tariff has made more customers for the farmer and for our mills and factories than any other single industrial factor. Suppose mill workers should demand a removal of the tariff on potatoes, butter and eggs and all the products of the farm. How would the farmer like it? Fair play is a jewel.

The false alarmist has no business in this country. The man who is always smelling smoke usually has some of the latter clinging to his own garments.

**For President.**

**L**ESLIE'S ballot for presidential candidates is getting to be decidedly interesting. Up to the fifteenth of February, 2,300 readers had filled in the coupon in their copy of LESLIE's, indicating their presidential preference. Of this 2,300, 917 were for Roosevelt, 618 for Taft, 226 for Wilson, 100 for Harmon, 69 for Champ Clark and 41 for Congressman Underwood. Debs received 53, leading Bryan, who received only 51. The other votes were scattered among twenty-five different preferences, receiving from one to five votes each. Next week we shall hope to give an instructive, tabulated statement. Meanwhile let every reader who is interested in the presidential contest fill out the coupon on page 309, so that we may get a more positive indication of the popular choice of presidential candidates by all the political parties.

**Time to Wake Up!**

**D**ROWSY! We must wake up if we are to enjoy the benefits of the Panama Canal. Secretary Nagel's warning to the American business men is timely. He says that Germany is always laboring to spread her commerce. Her commissioners are studying trade conditions in every country in the world.

The German Board of Trade is always in close touch with the government. The same is true in France and England. Our Department of Commerce, of which Secretary Nagel is the wide-awake and efficient head, has a few scattered agents studying trade conditions abroad. Hundreds should be at work reporting to our business men and organizations. Yet, with this earnest call ringing in our ears, our Democratic friends in Congress are proposing to choke to death the Tariff Commission, the only one we have to make a scientific investigation of the tariff question. We commend the independence of our esteemed Democratic contemporary, the *New York World*, in making a patriotic appeal for the maintenance of the Tariff Commission. The tariff question has no business with politics.

**Evolution of the Panama Canal.**

**I**T WAS said that Balboa, who discovered and explored the Isthmus of Panama (long known as the Isthmus of Darien) in 1513, intended to urge his government, Spain, to cut a waterway through it to connect the world's two great oceans. As early as 1527 Charles V. of Germany, Spain's Charles I., sent engineers over to make a survey of the isthmus, with a view of cutting a ship canal through it if the scheme were found to be practicable; but lack of resources at that primitive day, combined with the political complications and wars which diverted his attention, prevented the taking of any practical steps toward carrying out that alert and farseeing monarch's ambitious design. That was long before the first permanent colony of English-speaking people, that at Jamestown, Va., in 1607, was planted in the New World.

Between 1843 and 1879 many surveys of Panama and Nicaragua, looking to the building of an inter-oceanic short cut through them, were made by American, British and French engineers, and for a long time a route by way of Nicaragua was favored by Americans. The discovery of gold in California in 1848 and the tremendous shift of population to the Pacific coast, which resulted in the creation of the State of California in 1850 and of Oregon in 1859, gave the question of a canal new interest for us. The need of short cut through the isthmus became so great that the United States built a railway across Panama, which was opened in 1855, from Colon, on the Atlantic, to Panama, on the Pacific, and which has been operated ever since. In the meantime, a canal route between these two points was marked out by De Lesseps, the celebrated French engineer, who completed the Suez Canal in 1869, and work at Panama by the French company began in 1881 and was continued till 1889, when the lack of funds stopped construction.

Now the United States government appears on the scene in a decisive way. Seeing that it would be impossible for the De Lesseps regime to push the canal to completion, his French company offered to sell its entire rights to the United States for \$100,000,000; but our people deemed this price to be extortionate, and the Walker commission reported in favor of building a canal by the Nicaragua route. This brought an offer from the French company to sell to us for \$40,000,000, which our government accepted. President Roosevelt sent the matter to Congress, which passed a bill, in June, 1902, sanctioning his course. A treaty, ratified by our Senate, in which we offered to pay to the republic of Colombia, the owner of the Panama region, \$10,000,000 down and \$250,000 a year rental for a lease of a right of way across the isthmus, was rejected by the Colombian Congress, in September, 1903, in the hope of forcing our government to pay a higher price. This brought the Nicaragua project to the front once more in Washington.

Now the people of the isthmus acted. Fearing that the canal would be run elsewhere and that they would lose the vast advantage which it would bring, they seceded from Colombia, declared their independence, and on November 3d, 1903, set up the republic of Panama. The United States recognized its independence on November 13th, and the rest of the countries of the world did later—all except Colombia. The republic of Panama accepted the terms which Colombia rejected; our government, for the protection of its canal lease, guaranteed the independence of Panama, and we started to build the canal, which Colonel George W. Goethals, the chairman of the canal commission and the engineer in charge of the construction, says will be completed some time in 1913.

Briefly stated, this is the story of the evolution of the Panama Canal scheme, a story with every chapter of absorbing interest.

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## A Monument to Balboa.

**H**ENRY RICHARD BARTHOLDT, of Missouri, has introduced a bill in the House of Representatives to erect a monument to Don Vasco Núñez de Balboa, at some point along the course of the Panama Canal. To the average American Balboa is not even a name. This, however, is because the average American is not so familiar with early American history as he ought to be. Keats tells us about

Stout Cortez when with eagle eyes.

He stared at the Pacific—and all his men  
Looked at each other with a wild surmise—  
Silent, upon a peak in Darien.

Keats referred to the discovery of the Isthmus of Panama, but Keats was a poet and not a historian. It was Balboa, and not Cortez, who stood "upon a peak in Darien." Cortez, the conqueror of Mexico, had not reached the mainland of the New World at that time. Balboa was the discoverer and first explorer of the Isthmus of Panama, and the discovery was made in September, 1513, the general belief of historians being that the actual date was the twenty-ninth of that month. He was the first white man who looked out upon the Pacific from any point of the Western Hemisphere.

According to Colonel Goethals, the head of the engineering corps which is building it, the canal will be ready to be opened to navigation in 1913, which will be exactly four hundred years from the date of the discovery of the neck of land through which it runs. President Taft, as well as the congressional committees who have been over the ground, accepts Colonel Goethals's forecast without question. Mr. Bartholdt's bill provides for a Balboa monument, the unveiling of which would be part of the exercises at the opening of the waterway. There would be a special fitness in the erection of a memorial at some commanding point along the canal route to the great Spaniard who passed over that course just four hundred years earlier.

## The Plain Truth.

**G**RRAFTERS! A Democratic member of the New Jersey State senate is accused of attempted bribery. A newspaper reporter alleged that he caught the senator red-handed in an offer to kill a bill for a few hundred dollars. The senator admitted that he had been "indiscreet." The bill prohibited railroad companies from using acetylene gas to illuminate passenger trains, and it had the appearance of what is called a "strike" measure. Did it ever occur to the thoughtful reader that, if corporations bribe legislators, it is because they are compelled to do so to prevent the passage of "strike" bills? Has it occurred to the reader that the corporations would prefer to deal with honest legislators rather than with dishonest ones? Every person shuns the black-

mailer and the briber and prefers the decent citizen. So do the corporations.

**C**OMMENDABLE! The selection of ex-Governor Myron T. Herrick, of Ohio, as ambassador to France, is approved on all sides. President Taft could have made no better choice. Governor Herrick is a successful business man and his wide experience in public affairs has brought him in close touch with the American people. Tactful, judicial-minded, conservative and patriotic, he will fill the responsible duties of his high office with fidelity to the President and satisfaction to the American people. He will have the best wishes of his numerous friends in the newer and broader field of usefulness the President has opened to him.

**K**NOX! Our Secretary of State is on a peace mission. He believes that the early completion of the Panama Canal should mark the beginning of closer relations between the United States and Central and South America. It was President Taft's desire that Secretary Knox might personally meet our southern neighbors and assure them of our friendly purpose. Mr. Knox made this clear in his first address on his trip, delivered at Panama, at a state dinner given by the acting President of that republic. He said that few realize the magic possibilities potential in the opening of the Panama Canal. Said he, "It will create for our Western world an entirely new situation—a situation fraught with possibilities so vast they baffle the mind. In this new world we must be found drawn closer by sympathies and mutual esteem and working in harmony toward beneficent ends. Great as will be the glory of having physically divided a hemisphere, a greater glory will be to have contributed to the unity, happiness and prosperity of its people." We look for the best results from Secretary Knox's mission.

**R**ESEND! The good Dr. Wiley has been overruled once more by the Secretary of Agriculture. Accordingly Wiley threatens to resign. He won't play any more in the Secretary's backyard. Wiley has made similar threats before, but "few die and none ever resign." It is too bad that some of our public servants become so obsessed with an idea of their own importance that they feel they must not take orders. The worst of it is that good men have this common human weakness. Pinchot was insubordinate. He thought the Forestry Bureau could not get along without him. President Taft had to let him go. Adjutant-General Ainsworth, a good man in his place, had been so many years in the War Department that he regarded himself as a fixture, until Secretary Stimson had to call him down. Then Ainsworth resigned. The Forestry Department goes on as well as ever since Pinchot got out, there is not a ripple in the War Department since General Ains-

worth withdrew, and the pure-food law would be just as earnestly enforced if our good friend, Dr. Wiley, should take his hat in his hand and march out of the front door. The indispensable man is a good one to get rid of. He is usually a trouble-maker.

**G**OOD! If the dinner pail is to be kept full, the workingmen must do the job. If their memories are not too short, they can recall what happened in Cleveland's time when the tariff-smashers got in their work. They reduced the tariff and smashed the dinner pail. The other day the smashers rushed a bill through the House of Representatives, intended to reduce duties on iron and steel products. No debate was permitted and no amendment was tolerated. The majority used its power with the crushing force of a giant. No hearings were given to representatives of the iron and steel industry. The smashers refused to wait for a scientific report on the subject by the tariff commission. If this bill, which threatens one of the greatest industries in the country, is to be defeated, it must be done in the Senate. The workingmen, realizing the gravity of the situation, sent a delegation to make a protest before the Senate Finance Committee. John Williams, president of the Amalgamated Iron and Steel Workers, and a number of his associates told the committee bluntly that the proposed reductions would cause a conflict between capital and labor and a lowering of wages all along the line. The tariff question is a workingman's question. We are glad that the working masses are taking notice of this fact.

**U**NFAIR! Public office should be a public trust, as President Cleveland put it. Too often it is a private grab. A well-organized scheme is being systematically pushed to induce Congress to provide for a national Department of Health. Life-insurance companies, medical societies and social organizations are being circularized to sign petitions in favor of this new department, which will add millions to the cost of our government. We have enough Cabinet departments at present. There is no reason for adding new ones. The American Medical Association, it is said, has a big lobby in Washington, pushing the scheme of a new Health Department. It appears that it is also pushing the so-called Richardson bill, to extend the scope of the pure food and drug law so as to embrace the advertising as well as the branding of foods and drugs. The statement is made by a responsible business man of New York, H. E. Lesan, in a letter to *Printer's Ink*, that the Richardson bill, if administered under the direction of the American Medical Association, made up of allopaths, might shut out homeopaths, osteopaths, eclectics and Christian Scientists. If the bill is so loosely drawn as to justify the fear expressed by Mr. Lesan, it should either be amended or defeated. Our laws should be equitable, fair and just to all.

## Editorials for Women

### TITLE WORSHIPERS.

Five years ago the "great manner and magnificence" of Prince Hassan, cousin of the Khedive of Egypt, so overpowered an American girl that, after two months' romantic courtship, she capitulated to the title. It did not take the Princess Hassan long to discover she had made a mistake, and at the end of five years we find her returning to her native California, with the warning to American girls, "Never marry an Oriental; it's a fatal mistake." Miss Ola Humphrey took this step without considering the racial differences between an American and an Egyptian, or the Oriental custom which practically effaces the independence and individuality of a woman. Wiser by her sad experience, the Princess Hassan comes back with "great respect and admiration for the American man, the ideal husband." The racial problem does not enter into every foreign alliance, but in a big majority of the instances where beautiful American girls have sold themselves for European titles, the sequel of incompatibility or misery or abuse is just about the same. Our girls and their parents ought to have learned by this time that there are enough men of the right sort in America to go around. A title cannot make a man out of an empty head or a depraved heart.

### CHORUS-GIRL FASHIONS.

The vulgar dances in which a jaded society has been seeking its entertainment have been put on the defensive. Barred from public dance halls, it is to be hoped that all society claiming title to respectability will likewise taboo the whole lot. But why not begin a campaign against a menace to virtue and modesty more widely prevalent than any of these dances—the "chorus girl" style of dressing which flaunts itself on the streets of every city and village in the land? Says Mrs. Stephen Baker, wife of the president of the New York Manhattan Trust Company, "It is not only in the ballroom that one sees a shocking disregard of purity and good taste. I saw, on the avenue the other day, a short, scant, slashed skirt that was perfectly indecent. And as for powder and rouge and all the abomination of make-up, if girls could only realize how much sweeter and more beautiful they are without it, there would be an end of all this hideous use of cosmetics." Mothers whose sense of

modesty has been shocked by the boldness and vulgarity of many of the recent styles have nevertheless yielded to fashion's demands, adopting for themselves the innovations in modified form and permitting their daughters to go the whole limit. A woman's dress ought to be the index to character. We would regret to believe it is so when we see some of the modern creations walking the streets.

### MIDDY BLOUSES FOR GRADUATION.

Some high-school girls have preached a fine sermon on economy and consideration for the feelings of others. They did it by appearing at the midwinter graduation exercises, some in their gymnasium middy blouses and others in the simple dresses made by themselves in their dressmaking course. Several years ago, before the "sensible graduation" movement started, it is said a poor shoemaker, whose daughter was graduated at this school, pawned the only valuable thing he had—his grandfather's watch—for sixty-five dollars, in order to provide his daughter a suitable gown and a carriage to take her to the exercises. Extravagant habits and the foolish ambition to keep up with the standard of living set by one's neighbors have brought unhappiness into many a household, and, in the end, financial ruin or divorce. If our high-school graduates are sent out with a sense of economy, knowing the value of money and how to spend it, coupled with the independent purpose to live within one's income, whatever friends or associates may do, our public schools will have justified their democracy and their practical mission.

### ABUSE OF POST- OFFICE GENER- AL DELIVERY.

In a fatherly way, Postmaster Ashmead, of Jamaica, Long Island, is trying to stop the abuse of the general delivery by young girls with hair hanging down their backs. The general delivery is used to carry on correspondence that would be discovered if the letters were delivered at the homes of the recipients. The postmaster at Jamaica finds that the practice has grown greatly in the last five years, and that there is a serious moral problem involved in the custom is proven, further, by the fact that many girls have filed written requests at the post-office that even letters properly addressed to their homes should be held

at the office for them. Little power is given by the present postal laws to stop the practice, but Postmaster Ashmead hopes to break it up in Jamaica by publicity and by giving a little fatherly advice when the daughters of men whom he knows call for letters. The most serious implication of this situation, which is about as general as general delivery, is that mothers are not sufficiently confidential with their girls to know who their correspondents are, as well as everything else of importance that enters into their life. Many a girl has taken the fatal step before the father or mother realized that their daughter had been doing anything wrong or indiscreet. Parents, mothers especially, ought to know where their girls are all the time, their pleasures and their associates. It is a good thing for parents to have confidence in their children, but the confidence which exists apart from a certain degree of watchfulness and from a real intimacy between parents and children is apt some day to be rudely shaken.

### Whom Do You Want For President?

Over a million persons read Leslie's each week. Just at this time, when interest in the presidential campaign is approaching a white heat, it will be interesting to obtain the choice for president of Leslie's vast army of readers.

On page 309 is printed a coupon, which the publishers will be pleased to have filled out and forwarded to the "Election Contest Editor, Leslie's Weekly, 225 Fifth Avenue, New York."

Votes should be sent in at once. The results will be carefully compiled and announced in an early issue.

# A City Where All Weddings Occur on One Day



**After the Ceremony.**

One of fifty wedding parties leaving the church in high spirits.

BROWN BROS.



**Pleased With Their Bargains.**

Newly-weds ostentatiously marching in procession around the town.

BROWN BROS.



**Before the Ceremony.**

Brides and grooms in separate groups making their way to the church.

TRANS-ATLANTIC CO.



**Would-be Benedict.**

Bridegrooms assembling near the church in which they are to be married.

BROWN BROS.



**Interested in the Proceedings.**

Breton women from the region round about come to witness the weddings.

TRANS-ATLANTIC CO.



**En Route to the Altar.**

Young women in bridal attire taking their last stroll before marriage.

TRANS-ATLANTIC CO.



**Perfectly Satisfied.**

Two newly married couples in national costume speeding homeward.

BROWN BROS.

**I**N THE city of Plougastel, in Brittany, France, all marriages take place on one and the same day. The men are all fishermen, many of them going as far as the Newfoundland banks, and are at home only during a few months in the winter. One day in early February is set apart for the weddings. Little courting is done, but much haggling over the dowry of the girls. They have to bring a certain quantity of linen, chickens, pigs and vegetables. Frequently a match is broken off because the girl's father refuses to add a sack of potatoes to the dowry.

On the day set, the inhabitants of the entire region go to Plougastel. The

whole population goes to church to hear mass, to take communion and to witness the wedding ceremonies. Often fifty and more couples are united on the same day. Bride and groom do not walk together until the ceremony has been completed. For the rest of this and the whole of the next day every house is open to receive guests and to provide food and drink for them. On the evening of the second day the young men carry the dowries of the brides to the houses of the grooms. There they dance and frolic until early morning, and, after they leave, the couple are for the first time together and alone. During the remainder of the year no marriages are concluded.

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# The News of the Time in Pictures



**Arizona Begins Its Career as the Union's Forty-eighth State.**

Hon. George W. P. Hunt, after taking the oath of office as the first State Governor of Arizona in front of the Capitol at Phoenix. Because President Taft signed the proclamation admitting Arizona to the Union on February 11th, it has been suggested that the new State be called the "Valentine" State.

TUCK-BULL



**Spain Again Building Up a Navy.**

"Blessing the ship" at the launching at Ferrol of the Spanish dreadnaught "Espana" in the presence of King Alfonso and Queen Victoria.

ESPAÑA ESTA CONSTRUYENDO DE NUEVO UNA ARMADA.

"Bendición de la nave" durante la botadura en el Ferrol del "Dreadnaught" español "Espana," en presencia del rey Alfonso y de la reina Victoria.



**A Royal Rescuer.**

King Alfonso in a boat sailing around the inundated streets of Seville, Spain, to aid sufferers by the recent flood.

SALVADOR REAL.

El rey Alfonso navegando en un bote por las calles inundadas de Sevilla (España), socorriendo a los victimas de la inundación.

TRAMPS



**Thrilling Event on Secretary Knox's Ship.**

Lifeboat of the cruiser "Washington," which bore the Secretary to Central America, hurrying back with boatswain's mate William Faraday, who was washed overboard in a gale and with difficulty rescued.



**Bringing the Saved Mariner Aboard.**

Hoisting the lifeboat of the cruiser "Washington" after its return to the ship with Faraday safe but utterly exhausted by his fight for life. But for a floating buoy cast to him he would have drowned.

TRAMPS



**First Submarine Telephone.**

Fixing lights on a buoy to warn vessels away from the cable laid in the British Channel for a telephone between London and Paris.



**Curious Incident of the Italo-Turkish War.**

Arabs carrying ashore materials of war from the Italian vessels in the harbor of Tripoli.

UN CURioso INCIDENTE DELLA GUERRA ITALO-TURCA.

Dagli Arabi portanti a terra materiali da guerra delle navi italiane ancorate nel Porto di Tripoli.

TRAMPS

# The World's First Licensed Aviatrixes

Pioneer Air Women of Different Lands

By GEORGE SHERIDAN

**Fraulein Nellie Beese,**  
Germany's first woman flyer. While she has not entered actively into the sport of flying, Fraulein Beese is generally conceded to be a very skillful flyer.

**T**HE FIRST woman to fly in a heavier-than-air machine was Madam Cherch Peltier, a French woman sculptress. The flight was accomplished in 1908 and she was a passenger in a Voisin type machine, M. Delagrange acting as pilot. The machine rose to an altitude of six feet and skimmed the ground for several hundred yards. The fair passenger was highly complimented for her courage. This was in Turin, Italy. In 1909 Henry Farnham carried a woman passenger aloft, and the occurrence was considered of sufficient importance to cable around the world. Now women who are capable of piloting their own machines not only six but thousand of feet high, and staying aloft an hour at a time, number about ten in the world. Seven countries are able to boast at least one licensed woman aviator. France has three or four. America has but two.

Madam de la Roche, erroneously termed "Baroness," is entitled to the distinction of being the pioneer of the women flyers of the world. Madam de la Roche began learning to control her flying machine at the time when it was most extraordinary for a woman to go aloft at all. In 1909 she flew three hundred yards alone. In November she made a flight of thirty-five minutes. A couple of months later she met with her first accident, colliding with a grove of trees. After she had recovered from her broken shoulder, received in this tumble, she again succumbed to the fascination of flying. During a race in which she was competing at Rheims, she had another fall, in which she was severely injured, sustaining fractures of the left shoulder and the dislocation of the right arm, dislocations of the right leg and other serious injuries. Since that time her flying has been desultory.

## First Woman in the World to Fly in an Aeroplane.

At Turin, Italy, in 1908, Mme. Cherch Peltier made a flight with Mons. Delagrange. The machine on this occasion rose only six feet from the ground over which it skinned.

**Miss Boza Lagler,**  
First woman in Bohemia to receive an air pilot's license.

**Madam de la Roche,**  
First air woman of France. Madam de la Roche pilots a biplane, Farnham type. She has suffered several serious accidents but is still enthusiastic.

science and as a sport. Mrs. Maurice Hewlett, aside from being the wife of the author and socially prominent, is herself a writer of note. Miss Nellie Beese, Germany's first and only licensed air woman, is a sculptress. America's first air woman, Miss Harriet Quimby, is the dramatic critic of *LESLIE'S WEEKLY*.

Madam Helene Dutrieu, now holder of the Coupe Femina of France, is at present the most active of the French women flyers. Madam Dutrieu was for a time an attraction in one of the music halls at Paris, where she was known as the human arrow. She performed a daring leap of fifty-five feet through space on a bicycle. Last December Madam Dutrieu won the Coupe Femina by flying

thirty-eight miles in thirty-nine minutes. She pilots a biplane. Madam Marvingt, another French flyer and last year the holder of the Coupe Femina of France, was formerly a well-known participant in outdoor sports—mountaineering, skating, skiing, swimming, golf and hockey. Later she took to ballooning, and from that turned to aviation. Madam Marvingt flies an Antoinette monoplane. Although they have not figured prominently in the aviation world, Fraulein Lily Steinschneider has earned the distinction of being the first woman aviator in Austria, and Miss Boza Lagler has won the first pilot's license issued to a woman in Bohemia.

The costumes worn by the women flyers are interesting. Mrs. Hewlett, while on the flying field, is generally arrayed in short skirt, heavy sweater, long, heavy, Scotch wool stockings reaching to the knees, and wool hood, with a long wool scarf around her neck. For state occasions she possesses a natty suit of wool-back satin, made with knickerbockers, knee

(Continued on page 324)

Broadway's

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# Latest Plays and Popular Players

By HARRIET QUIMBY



**Weber and Fields,**  
Broadway's principal laughmakers, as they look in the  
Weber and Fields Jubilee.

BRYON



**Ethel Barrymore.**  
This is a new photograph of the charming young actress.

WHITE



**Vivian Martin and Percy Ames,**  
In "Officer 666," a lively comedy at the Gaiety.

WHITE

**"LADY PATRICIA," AT THE EMPIRE.**  
THOSE who liked Mrs. Fiske as *Becky Sharpe* will like her as *Lady Patricia*. Those who thought it absurd for her to attempt to portray such a character as the pretty, frivolous, but scheming *Becky*—I was one of them—will consider it foolish for her to attempt to play *Lady Patricia*. Mrs. Fiske is conceded to be the foremost actress in America when she has the right kind of a play. I have seen her do quite wonderful acting. But she cannot do the impossible.

To see this usually dignified player lying on the flat of her back on the stage, near the footlights, engaged in babbling to a clergyman at the breakfast table an incoherent confession of an indiscretion, with the apparent idea that her audience will find it funny, suggests that this time it is the impossible she is attempting. She is trying to make a comedy out of something that has no comedy in it. From beginning to end, "*Lady Patricia*" as an entertainment is commonplace. Much of the dialogue is vulgar. Mrs. Pat Campbell, who played the principal role in the London production, may have made it amusing; but I doubt it. The role of *Lady Patricia* was written expressly for her, it is said. As for the production here, I don't know of anybody more unsuited to the part of the romantic matron than is Mrs. Fiske. She follows the manuscript of the play and says absurd things in an absurd manner, but, first, last and always, she fails to get the comedy over—if there is any.

*Lady Patricia*, a matron old enough to know better, is soulful. She goes about with a white lily in her hand and with her head in the clouds. She falls in love with an English youth young enough to be her son. He tells her that her verses (she is a poetess) are ripping and bally and corking. The two indulge in foolish and sometimes unpleasant love scenes. In the meantime the lady's husband imagines himself in love with the dean's pretty daughter, and he and she have apparently had some exchange of sentiment. This sort of thing goes on for two acts. Finally the boy discovers that it is not *Lady Patricia*, but the dean's daughter that he loves. The dean's daughter finds that her heart belongs to the English youth. The whole theme of the play is unwholesome and I cannot find any reason for its presentation, since it fails to amuse. It certainly has no uplift to it. A word of praise should be given to the staging, however. A more magnificent tree has seldom been seen behind the footlights. The cast supporting Mrs. Fiske is good throughout.

**"PRESERVING MR. PANMURE."**

Another importation was presented at the Lyceum Theater lately. It is Pinero's farce comedy, called "*Preserving Mr. Panmure*." It is quite foolish, altogether improbable, but more or less entertaining. Mr. Pinero has chosen for his subject the conundrum, Who kissed the governess? The scenes are laid in a country house where a number of guests are assembled.

They include the Right Honorable Reginald Stulkeley and his secretary, St. John Panmure, J. P., Mrs. Panmure, her aunt, her aunt's husband, her sister and her precocious young daughter. There are also the sister's fiance and, last but not least, the charming young governess. With the exception of the governess, a character delightfully played by Gertrude Elliott, the women in the party are of the conventional stupid type. It is but natural, therefore, that the men should pay their chief devotions to the



**Mrs. Fiske,**  
Who is playing "Lady Patricia" at the Empire.



**"The Garden of Allah."**

The Sand Diviners' Prophecy of Evil. The principal players are Edward Brandt, Arthur Lewis, Mary Mannerling, Eben Plympton and Lewis Waller.

vivacious little governess, who is quite innocent with it all.

In a burst of gratitude for a suggestion that the governess has made regarding a sermon he is compiling, Mr. Panmure clasps her in his arms and kisses her. She, all indignant, rushes to her room to wash the kiss off with soap and water. She is interrupted by Myrtle, the Panmures' little daughter, who later reports in the drawing-room. The secret finally leaks out that the governess has been kissed. Who has done the deed? The various wives go into hysterics under the suspicion that their respective husbands are guilty, and Dulcie, Mrs. Panmure's sister, likewise indulges in a conniption because she thinks her fiance has been the culprit. All unanimously exonerate Mr. Panmure, their host. He is appointed chief investigator, and, as he himself is the guilty party, the situation is naturally embarrassing for him. Nevertheless, he goes at it and is all but exposed half a dozen times by the indignant men, who have their own suspicions. The situations are amusing, and as the production is well staged and particularly well acted, "*Preserving Mr. Panmure*" does not make dull entertainment.

Teresa Maxwell Conover, as Mrs. Panmure, is especially charming. Isabel Irving plays the part of the sister, and Elizabeth Fagan the aunt, both being entirely satisfying. William McVay may not play the role of St. John Panmure exactly as Pinero would have it, but he manages to make it amusing, nevertheless.

**"THE TRUTH WAGON," AT DALY'S.**

There is a certain fascination about a newspaper play. Theater-goers like to hear just how, according to playwrights, advertising controls the news columns and politicians instead of editors really run the papers. To newspaper folk "*The Truth Wagon*" does not give a very faithful picture of the inner workings of a daily with 75,000 circulation, but as it manages

to present some good stage situations and inspire quite a bit of wholesome laughter, who cares whether it is true to life or not? The first act of "*The Truth Wagon*" deals with a young man, petted son of a millionaire. His claims to fame and popularity rest entirely upon his ability to create pleasant fiction instead of telling the truth. He is proud of his accomplishment. However, at the instigation of his father, his sister and of a young society girl who professes to love him and eventually takes advantage of leap year and proposes, he climbs on the Truth Wagon.

The first truth he tells gets him into trouble with the girl. She asks him if he loves her, and he says "No," although his previous pleasant habit of falsifying has always conveyed to her the impression that he did. Once started on the track of truth, John Ross, Jr., finds himself having a glorious time. He decides to buy a newspaper. It is called the *Truth*. He ignores advertisers and he likewise ignores

(Continued on page 309.)

# The Man That Was a Cad

By REGINALD WRIGHT KAUFFMAN, Author of "The House of Bondage"

**EDITOR'S NOTE:**—This is the twenty-fourth of Mr. Kauffman's series of stories and articles on "The Girl That Goes Wrong" and the second of the five dealing with the men that, as seducers or patrons, assist the White Slave traffic. The entire series is based upon data gathered and verified by Mr. Kauffman while collecting material for his remarkable novel of White Slavery, "The House of Bondage," and each installment is complete in itself.

MONG the fauna and flora of every civilized country, the genus homo presents an interesting variety of examples of the species Cad. There are fur-bearing Cads in seal-skin-lined overcoats and motor cars, subdolous Cads of the feline family in Worth gowns and Paquin opera cloaks, lynx Cads with smug mouths and solemn whiskers, boyish sheep Cads, strong-faced Cads that roar in leonine fashion, and the Cad Vulpes that infests the Lower Orders. All the natural history ties of consanguinity are ruptured by this species, which, though human, partakes of the qualities of all subordinate animal tribes and not infrequently invades the vegetable kingdom. There is even a pumpkin Cad and the *Cad Cucurbita melopepo*, or Cad squash.

This is the mixed-metaphor story of a cultivated farm Cad of the common or garden variety. In spite of its frequency, a naturalist would experience some difficulty in precisely classifying my example. One can see in it traces of the turnip (Early White Dutch), the onion and even the *Beta Morta*, or Dead Beet. For my own part, however, my researches more and more incline me to the belief (though I would not be considered positive upon this point) that the object in question has some connection with the *Solanum tuberosum* of the "Rough Red" variety. In short, I consider him a Potato.

The eyes of this potato were blue, and, he being an extremely healthy tuber, the skin, though naturally coarse, was highly tinted. The gardener that grew him christened him James Brice Dennison; but the potato, very early in life, evinced a liking for the nickname "Doc"—because he had once vaguely contemplated the practice of surgery—and soon fell to spelling the Brice with a "y."

Considered as a human being, James presented familiar aspects. He was a spoiled child. Father, mother and brother all assumed that he not only did no wrong, but could do no wrong; and father, mother and brother formed readily the habit of deferring to him. They enjoyed telling other people about the wonderful things that James did—and this greatly simplified life for James, because, you see, it saved him the trouble of doing anything wonderful.

James liked to watch his father and brother pitching hay in the harvest fields, and the exercise that he gained by conducting such observations seemed to develop in him a certain strength of arm, breadth of chest and suppleness of leg. It did not develop a brain. "Brain?" remarked one of his critics in later life. "That fellow hasn't any brain. What he has in his brain pan is an oyster." But this James was long serenely unaware of. Nor did James's life develop that only real courage, which is moral courage. Indeed, James was fundamentally even a physical coward—when he met a man really stronger in either muscle or intellect. Yet the fellow did have a brawny shell; and in considering the extremely ordinary story of James, you will please remember that mankind's mentally lazy liking for ready-made formulas has always persuaded it to accept as what it calls "a fine, frank, normal young man," anything that, at a proper age, walks upright upon two legs, has a clear eye, a powerful handshake and a fair complexion.

I can't myself wholly blame James. I have never been able to do so. He has become, through the logical growth of his early self, such a sordid failure that I am forever a little sorry for him. For his parents, with all their errors, I am even profoundly sorry—the fellow has so egregiously disappointed them. Yet I do not condone him. It is only that I realize that James was at heart not so much of a villain as a snob—with that snobbery of the servant who had "had a better place with better people."

Not that there was anything of the domestic servant about James. Domestic service, rightly considered and rightly performed, is a dignified occupation—far more dignified, for instance, than most writing—and James was accustomed to being waited upon. His family, unfortunately, could not afford hired servants, so the family did the waiting upon James, and James liked it. John Morley, in those potential days before a monarch made him Viscount Morley, once defined a king as "a man who lives on other people's money." In the sense, then, that he was a parasite, James was a king.

Well, James had muscle, and he, of course, wanted to put it to some use. It did not occur to him that muscle might be employed in work, but he did think that it might be exercised in play. Those were the days when a college football player was a hero in the heart of every girl that liked marshmallows. James had been trained to crave admiration; he decided to go to college.

Now, James's brother had entertained some strange hopes of going to college, too. The brother wanted to be educated; but, of course, if James wanted to play football, education for his brother must go by the board.

"Fact is, James," said his father, "there's not money enough to send you both through college; so I'd been thinking that I might perhaps just send you both half way through."

"That's foolishness," said James. "It's better for one of us to be the whole way educated than for

## A Mayor's Frank and Friendly Words.

Perhaps no letter on the White Slave question thus far sent to the editor of LESLIE'S is more deserving of attention than the following. It was written by Dr. Gils. E. Townsend, Mayor of the city of Bowling Green, Ky., and it speaks clearly for itself.

It pleases me to offer a word of commendation for the positive stand your paper is taking against the social evil and White Slave traffic. I am a physician (specialist) and mayor of a little city of twelve thousand inhabitants. Have had many years' experience and observation along these lines. Am a very much interested reader of your articles on this subject. There is one phase upon which you have not touched—a great source of destruction of the chastity of young women, i.e., the typewriter who is compelled to be closeted in close personal contact with her employer who is unscrupulous and immoral (in many instances). She is compelled to submit to improper advances or lose her position. I have personal knowledge of several good girls who have taken the first downward step in this way. A word in this direction in your estimable paper may awaken the conscience of some men as to the responsibility of their position. Keep up the good work. The intelligent thinking men and women of the country are with you heart and soul.

both of us to be only half way. Brother had better stay on the farm."

Brother did. As for James, he would have some annoyance if he essayed entrance examinations, and he knew it; so he elected a college—we shall call it Elkhill College—that admitted candidates on certificate from the county high schools, and he went there. He became a really good football player, too, and was popular in consequence of that—but of that only—and he even (though this was no virtue on his part and no reflection on the organization) became a member of the student association that, as a body, materially assisted in the spiritual welfare of the under-graduates. He drank scarcely at all, and then only in secret, and whenever he was at home he went behind the barn to smoke.

"James never uses either alcohol or tobacco," said his mother, and she devoutly believed that this was the truth.

Elkhill was a co-educational institution, and, of course, James had his romance. The girls admired him almost as much as he wanted them to do, and to one of them, in his junior year, he condescended to engage himself. It was a harmless enough affair, all moonlight and music and awkward advances; but James one day discovered that the young lady was "unworthy."

In other words, because she was youthful and good to look upon, she grew weary of burning perpetual incense before the shrine of this Hercules—somehow, no one ever managed to compare James to Apollo—and so she turned to a companionship wherein an occasional sacrifice would be offered at her own shrine. That should not have been serious. To a normal person it would not have been serious. But James it plunged into the chaos of Byronic despair—in brief, into a single experience of the cheap vice of the nearest large town—whence he emerged with regrets that were probably none the less genuine because they did not preclude either a shamed taste for more or a certain pride in their purple reflection emitted, when he chose, from his soul.

At this point enter, of course, the Other Girl. The other girl, though James was now in the senior class, was herself but a freshman. She was full of a strange enthusiasm and a strange innocence—the sort of enthusiasm for romance that every girl thinks

## How to Obtain Back Numbers

Mr. Kauffman's soul-stirring stories are to be the main feature of LESLIE'S for several months to come. Those wanting back numbers may obtain them as long as the limited supply lasts by forwarding ten cents in coin or stamps for each copy desired. Address—LESLIE'S WEEKLY, 225 Fifth Avenue, New York.

The following stories have appeared:	
"The Perils of White Slavery."	March 23d
"The Girl That Wanted Ermine."	March 30th
"The Girl That Was Hungry."	April 27th
"The Girl That Wasn't Told."	May 11th
"The Girl That Studied Art."	May 25th
"The Girl That Was Romantic."	June 8th
"The Girl That Was Weak."	June 22d
"The Girl That Went to See."	July 6th
"The Girl That Was Bad."	July 13th
"The Woman That Succeeded."	Aug. 3d
"The Woman That Is Bohemian."	Aug. 17th
"The Women That Served."	Aug. 31st
"The Girl That Was Poor."	Sept. 14th
"The Father That Was Careful."	Sept. 28th
"A Case of Retrogression."	Oct. 12th
"The Girl That Killed."	Oct. 26th
"The House of Silence."	Nov. 9th
"The Girl That Was Cursed."	Nov. 30th
"Those Things Which We Ought to Have Done."	Dec. 14th.
"The Girl That Was Engaged."	Dec. 28th.
"Brands from the Burning."	Jan. 18th.
"The Power of the Press."	Feb. 1st.
"The Slaver with the Sword."	Feb. 15th.
"Wolves in the Fold."	Feb. 22d.

strange because she does not know that every other girl of her age possesses it and cherishes it, and the sort of an innocence that grown-up women think strange because all grown-ups so easily forget their own school days. This girl had dreamed a dream of an intellectual hero, but all her classmates told her that James was a Splendid Person, and, with all the open-mindedness of her nature, she as a splendid person straightway accepted him.

James, because she was pretty, liked to look at her. Because she was clever without making him feel stupid, he liked to hear her talk. Because she at once became so frankly and unrestrainedly devoted, he decided that she really was "a rather nice little thing." He patronized her. He amused himself. Above all, as he only half-consciously reflected, the game was eminently safe.

One day, when they had been out for a stroll in the woods and before their relationship had reached the kissing stage, James attempted a caress that was outside of the pale of her romantic imaginings. The girl turned from him.

"No, no!" she said.

James, as usual, was frightened by denial.

"Wh-why, what do you mean?" he asked.

The girl's eyes grew very serious.

"I mean—" she began shyly. "You know what I mean. I mean that you are my ideal. I look on you as something better than other men. I look on you as the best man in the world."

That restored him. He blushed; but his blush was not wholly rooted in the shallow soil of embarrassment.

"Oh," he said, "I'm nothing of that sort!"

Nevertheless, he wanted to be thought the best man in the world. The best man in the world! She had called him that. But he was not that—not quite. A few days later he kissed her. He did not say that he loved her; he simply put his strong arms about her and his lips to hers.

The girl almost cried out. His grip hurt her. But something else hurt her more. Remember that she was very young; remember that she was very romantic; remember, finally, that she was very innocent. She realized only that in the lips that trustingly answered his there was an incomplete answer. She had suffered no Byronic eclipse; she could know merely that, though he was silent, he drew away from her with a sense that she was unfinished.

This atmosphere of inconclusiveness hung over them to the end of the college year. It was upon them when they separated—she to go to her home in the nearest city, he to go to a college town in Illinois, where he was to earn a course in the medical school by becoming a professional football coach.

"I'll come to see you," he said. "Don't you worry! I'll come to see you."

He did—and the abominable thing about it was that he came to see her with his mind made up. No doubt by that time he excused himself with the idea of marrying her at some period in the conveniently distant future. That, however, is more or less uncertain; the facts of his determination and preparation remain.

He was mature and she immature. He was experienced and she inexperienced. He was a guest in the house of her parents and she was merely a child that loved him. But these things did not count with James Bryce Dennison. The thing that, in his memory, he clung to was the scarcely unnatural action of the girl in returning his advances; it seems that, when he embraced her, the girl put her arms about his neck—and the athlete told himself that she was forcibly detaining him.

Years afterward he said as much to me—said it in one of his many moods of merely cowardly repentance. He has, of course, no intelligence worth reckoning; yet he spoke to me, I recollect, with a sort of illiterate eloquence. For some curious reason, it was quite evident, he wanted my approval; he was pleading and lying, and oratory is always ready on the tongues of the beggar and the liar.

"At least at the time," he concluded, "I was sure that she was holding me."

"And, of course," I pointed out, "she was a good deal stronger than you."

He flushed.

"Oh, well," he said, "I did honestly believe I was in love with her."

"In love with her!" I repeated. "Good heavens! How? In what way?"

He looked puzzled.

"How?" said he. "Why, in what way do you suppose?"

"You mean you wanted to marry her?"

"N—yes."

"Then? At that time?"

He hesitated.

"Well," he said, "I thought I did."

"At that moment?" I asked again.

"I—I don't know," said James.

I knew, but all I replied was,

"However, you had meant to marry her?"

At that he was genuinely indignant.

(Continued on page 303.)

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# The Seattle Spirit and What It Has Done

It Has Mastered Great Problems in the Past. Always Progressive and Alert, Seattle is Now Preparing to Care for Its Share in the Increased Commerce Which the Panama Canal Will Bring.

By GEORGE R. CANDLER

**EDITOR'S NOTE.**—The writer desires to express his appreciation to C. J. Smith and Charles T. Conover, representative citizens of Seattle and prominent in all matters affecting the city's interests, for much of the data upon which this article is based.



## Proposed Magnificent Civic Center

The scheme includes subways and elevated roads, and it will be adequate to a city which expects to have a population of a million and in whose harbor great improvements are being made.

CIVIC and commercial organizations of Western coast cities are working like beavers in anticipation of the increased commerce which the opening of the Panama Canal will bring. As usual in matters of municipal progressiveness, Seattle sits at the head of the king table. No city on the Pacific seaboard will be better prepared to take care of the influx of business which is bound to come with the opening of the new waterway. A tidewater canal is now under construction, which will connect Puget Sound with Lake Union and Lake Washington and give maritime commerce of the Pacific coast the greatest seacoast fresh-water harbor in the world. There will be deep-water anchorages sufficient to accommodate the navies of the universe and add one hundred miles of waterfront to the wonderful harbor area already possessed by Seattle. Congress has already appropriated \$2,275,000 for the work and the city has voted bonds to finance the excavations now partially completed. The Secretary of War has approved the immediate beginning of construction and work has already been begun on the locks which are to be among the greatest ever built under the supervision of the United States government.

This is only one of the many improvements planned or under way. The magnitude of the preparations and thoroughness with which they are being gone into are typical of the way Seattle does things. It is a city which boasts of many things and apparently has no difficulty in making good her claims. Not that Seattle is really boastful. She is not. But she has absolute faith in her great destiny and is busy making it come true. She is doing this in a big, broad-gauged manner, for Seattle is a broad-gauged city. There are no flings or slurs at sister cities. Residents of Seattle tell you that Portland is a beautiful city and that one should not miss seeing it; they take pride in the progress and public spirit of Spokane and in the attractions of their close neighbor, Tacoma. I have met the bone and sinew of Seattle and I find this splendid spirit universal. Seattle, for instance, worked as hard as did San Francisco to secure the location of the Panama exposition in San Francisco, and secured twenty votes in Congress when fifteen were needed to decide the location.

Seattle's unique position and extraordinary advantages impress the casual visitor, but he ultimately



Seattle in the Past.

Old Washington Hotel on Denny Hill, which was sliced down at enormous expense in 1906, because it impeded the growth of the business district.



Seattle in the Present.

A business district with a metropolitan look. New Hotel Washington (tall building in background) on the site of the hill washed away in 1906.

## A Place of Pleasant Homes.

One of the residential sections of the city, with Mt. Rainier in the distant background and a portion of Lake Washington in the foreground.

## Harbor Front of a Flourishing City.

Looking inshore from the end of Colman dock toward the upper business district. Local and coast shipping in the foreground. The commerce of Seattle is increasing rapidly.

the contract without the loss of \$100,000. A committee of the Chamber of Commerce collected this amount in a couple of hours and wired the shipbuilder to go ahead. In 1909 Seattle, without asking government assistance, gave a world's fair that was conceded to be the most beautiful thing of the sort ever attempted. When the books for the preliminary stock subscription of \$600,000 were opened, this amount was largely over-subscribed the first day and the exposition ultimately returned a dividend to its stockholders.

Nothing daunts Seattle. She is now planning for a city of 1,000,000 people. With this in mind, a movement was started by a number of representative citizens to formulate definite

plans to which the city would conform in its rapid growth. A commission formed was instructed to employ experts of a national reputation, who should prepare plans for harbor improvements, extension of arterial highways, a civic center for public buildings, improving rapid transit and transportation, and extending the parks and boulevards. V. G. Bogue, formerly chief engineer of the Union Pacific, who has had a wide experience in large undertakings here and abroad, has been retained. Mr. Bogue has prepared a report for the civic betterment of Seattle which is said to be one of the most complete and exhaustive plans for city building that has ever been prepared in this country. It calls for a territory to be covered of about 155 square miles or a city with a density of population of 7,000 persons to the square mile. The harbor plans provide for a shipping terminal twice the size of the great Bush Terminal in Brooklyn, which is one of the largest establishments of its kind in the world. Subways and elevated street railways are outlined. Following Mr. Bogue's report, the port of Seattle has been incorporated, a port commission elected and eminent engineers have been engaged to immediately carry into effect Mr. Bogue's plans for the improvement of what is by nature one of the finest harbors in the world.

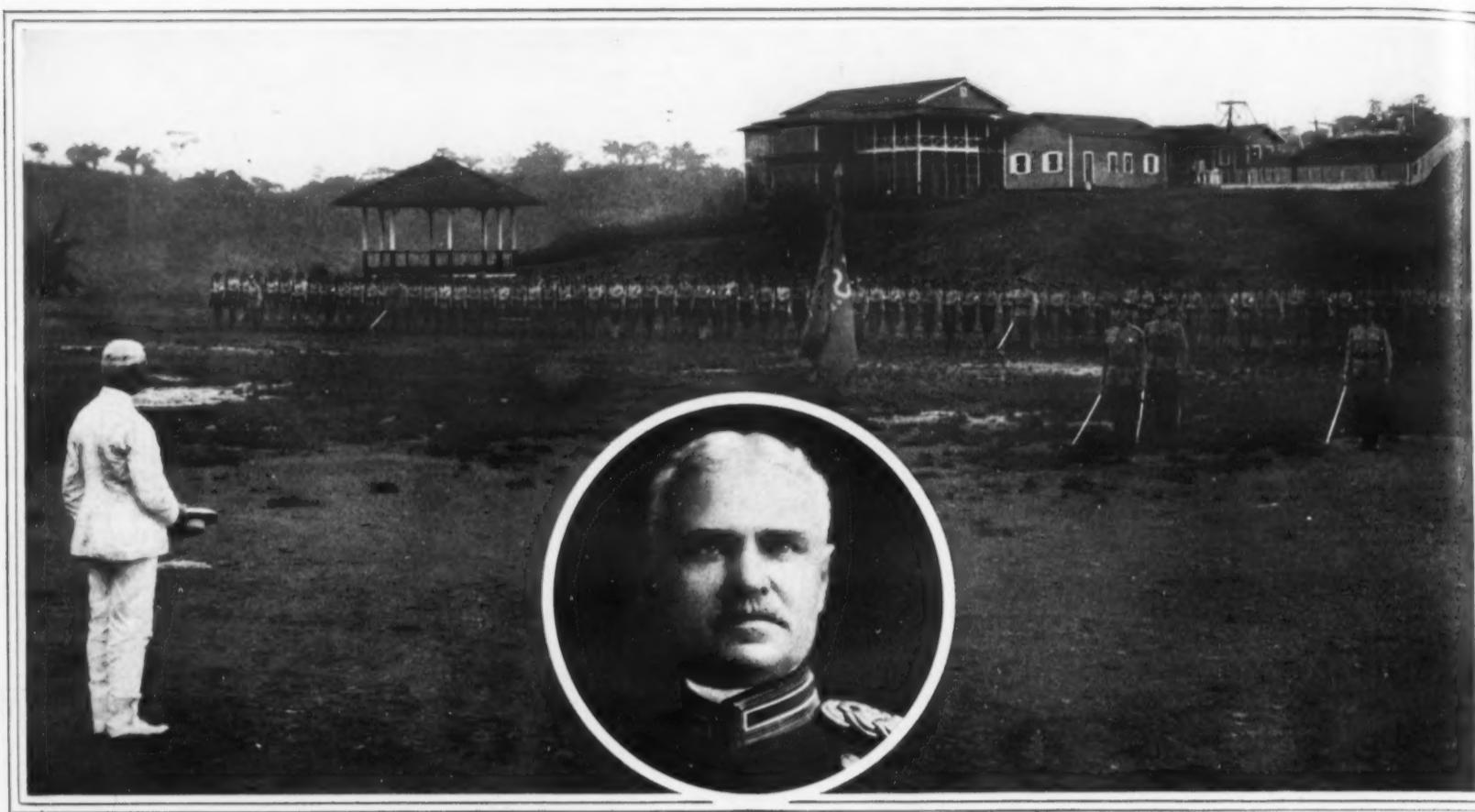
Seattle affords the shortest route to the far East by several hundred miles. In conjunction with other leading commercial cities of the Pacific coast, Seattle is making an earnest effort to promote trade relations between the Pacific coast and the Orient. Commercial commissions representing the eight leading

(Continued on page 308.)

# Panama Canal's Master Builder—His Problems

Colonel Goethals, U. S. A., the master builder, tells of progress made and what is necessary to bring the world's greatest military engineering feat to a successful conclusion.

By ROBERT D. HEINL, Washington Correspondent for Leslie's



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COURTESY Isthmian CANAL COMMISSION

## The Canal Builder Performing a Military Duty.

Colonel Goethals reviewing a body of American marines at Camp Elliott. (In circle) Colonel G. W. Goethals, the able army engineer in charge of the construction of the Panama Canal.

**W**ASHINGTON has an interesting way of subordinating national figures. No matter what a man may be in his own community, he assumes a relatively smaller position while sojourning in the capital of the nation. A United States Senator in his State or section is a figure usually recognized by every schoolboy. In Washington he may not be known to his next-door-apartment neighbor. Admiral Dewey is not recognized by nine in ten of the persons whom he passes every day. Speaker Clark goes to work via trolley car. Sometimes he is recognized and greeted warmly; then, again, he goes for blocks without being noticed.

With all this in mind, it was interesting to come across Colonel Goethals, the master builder who is bringing to a successful conclusion the world's greatest military engineering feat, an absolute sovereign in his own domain, occupying a small, borrowed office in Washington. It was located well to the top in the back part of the large building used by the Isthmian

Canal Commission, exactly where even the elevator man didn't know. It was the temporary home of the isthmian chief on a brief visit to the capital. Colonel Goethals is not strong for the interview business. He answers questions fairly, but has been pestered so much by investigating and prying congressmen that he volunteers very little in the way of general information.

"What is the most important and urgent situation on the canal at present?" was the first query which was addressed to the man who is successfully joining two oceans.

"Organization." Colonel Goethals whirled about in his chair aggressively. "We desire to mold the present construction army into an operating force. Mr. Stimson, the Secretary of War, has presented this matter at an opportune time and in an able manner by drafting a bill which provides that all the civil and military powers of this country in the canal zone shall be vested in the President of the United States.

This also includes the remaining construction, maintenance and operation of the Panama Canal. The passage of this bill would mean the abolition of the Isthmian Canal Commission, a cumbersome body which has had no standing since 1908.

"The construction force is already being disbanded, so it is time to act. Secretary Stimson's bill would allow us to select the best men for the operating organization and would enable us to fix a more economical wage scale."

There are now five thousand Americans on the isthmus and the Stimson bill would call for the permanent retention of half that number as an operating force.

"The Panama Canal is like a safety deposit box in a very dangerous neighborhood," the Secretary of War declared. "One stick of dynamite might cost the price of twenty battleships."

Colonel Goethals has prepared a tentative scheme  
(Continued on page 304.)

# American Ships Entitled to Low Canal Tolls

By HON. LEWIS NIXON, the Famous Ship Builder



HON. LEWIS NIXON.  
The prominent ship builder who favors preferred tolls for American vessels in the Panama Canal.

wer treaty is superseded, the English have claimed that under it, through some mysterious sequence, we had no right to fortify our canal; but, there was enough American spirit left to brush aside such meddling.

It is true that no state jealous of its standing in the community of nations would have signed the Hay-

Pauncefote treaty, as it admits a divided sovereignty and recognizes two masters for the canal zone. Why an independent nation had to ask the permission of Great Britain to build and pay for a canal in territory owned by it and under its flag is incomprehensible. Some say it was to get rid of the Clayton-Bulwer treaty. As this treaty had been violated by Great Britain and was in conflict with the Monroe Doctrine, if this were cited in opposition to our doing as we would do with our own, national self-respect should have demanded its immediate abrogation.

However, the Hay-Pauncefote treaty has replaced the Clayton-Bulwer treaty, and now Europeans, fearing we may reap some benefit from the expenditure of four hundred millions of dollars, say that this treaty forbids our making tolls favorable to our own vessels. Of course this is not true; but let us examine its provisions. Article II. says that the United States government shall have the exclusive right of providing for the regulation and management of the canal.

Section 1, Article III., says, "The canal shall be free and open to the vessels of commerce and of war of all nations observing these rules, on terms of entire equality, so that there shall be no discrimination against any such nation, or its citizens or subjects, in respect of the conditions or charges of traffic, or otherwise. Such conditions and charges of traffic shall be just and equitable."

Section 3, Article III., says, "Vessels of war of a belligerent shall not revictual nor take any stores in the canal, except so far as may be strictly necessary."

Section 4, Article III., says, "No belligerent shall embark or disembark troops, munitions of war, or warlike materials in the canal."

Section 5, Article III., says, "The provisions of this article shall apply to waters adjacent to the canal, within three marine miles of either end. Vessels of war of a belligerent shall not remain in such waters longer than twenty-four hours at any one time, except in case of distress, and in such case shall depart as soon as possible; but a vessel of war of one belligerent shall not depart within twenty-four hours from the departure of a vessel of war of the other belligerent."

I can find no constitutional warrant for building this canal, except through the exercise of the war power. This is a view confirmed by two Presidents in their statements that the Panama Canal is an addition to our war power, in that it will admit of the quick transfer of naval forces from ocean to ocean.

Of course it is easy to see that all these sections mean that we are under obligations, so long as this ill-advised Hay-Pauncefote convention stands, to treat the ships of all other nations upon terms of equality. For certainly, if we cannot discriminate in favor of our own merchant vessels, we cannot discriminate in favor of our own war vessels, according to Section 1 of Article III. So if we are at war and find an enemy's ship in canal waters, we cannot chase it out; and if it obligingly leaves such waters, we must wait twenty-four hours before giving chase.

How gullible our European rivals must think us if we accept their statement that the United States,

(Continued on page 304.)

# The Panama Canal's Value to the Gulf Ports

By M. B. TREZEVANT, Manager of the New Orleans Progressive Union



Fine Harbor at Tampa, Florida.

It is land locked and could accommodate the world's fleets. It is to have a depth of thirty feet.

## Shipping the South's Leading Staple.

Loading thousands of bales of cotton on vessels at New Orleans for shipment abroad.



Where Exports Are Growing.

View of Main Street, Houston, Texas, one of the most wide-awake cities near the Gulf coast.



A Hustling Seaport.

Dock scene at Galveston, Texas, one of the most flourishing cities in the Southwest. Big grain elevator and vessels loading with cereals.

## Water Front at Mobile, Ala.

With ample railroad connections and with a spacious harbor, the commerce of Mobile is growing steadily.



A Great Lumber Center.

Vast quantities of lumber in stock at Pensacola, Fla., and awaiting export. Pensacola has a splendid harbor and is a great exporting point.



Key West's Inner Harbor.

The extension of the Florida East Coast Railway over the sea to Key West has made the latter an important terminus and port.



A Port of Great Aspirations.

Wharf scene at Gulfport, Miss., which city hopes to expand in a few years to one of the leading commercial points on the Gulf.

**J**UST how much the Gulf ports of the United States, or the ports of the Atlantic or Pacific, for that matter, will profit by the opportunity to use the Panama Canal depends entirely upon the American people as a nation. With the vast amount of ignorance in this country upon the question of ships and navigation, and particularly upon how ships, if they be American, can solve the problem, it is doubtful if the American industries which supply tonnage to shipping will be a great deal better off than they are now for years to come—at least until Congress, obeying the demand of the intelligent minority, enacts laws which will permit American shipping to compete on an even footing with foreign bottoms.

Pending this time, the ports of the Gulf of Mexico—New Orleans, Galveston, Houston, Gulfport, Mobile, Pensacola, Tampa and Key West—will be little more than depots for the assembly and distribution of commodities. That the opening of the canal to navigation will affect them advantageously there can be no doubt, for the establishment of such depots of distribution will mean the handling of enormously increased tonnage, and this means the entry of ships of all nations in increasing quantities, opening opportunity for the development of over-seas commerce

other than that which must pass through the Panama Canal. The Gulf ports, hence, will automatically and by sheer force of close proximity to the canal draw commerce, export and import, from more remote localities; for time is a big factor in the operation of ocean tonnage and the short haul is the cheap haul.

To the credit of the people of Louisiana be it said, they have not waited on the parent government to aid American shipping, and a law, unique in the legislation of the United States, stands upon the statutes of that State, which is expected to do what the government has neglected to do—place a substantial premium upon American shipping industry. In 1910 the people of the State of Louisiana, by a constitutional amendment overwhelmingly carried, voted to exempt from taxation for a period of fifteen years the capital and operations of any American steamship line engaged in foreign trade and making its home port in Louisiana. Preparing for this, a group of enterprising New Orleans and St. Louis capitalists launched a fifteen-million-dollar steamship corporation, locally known as the "Pan-American Mail," and through the commercial organizations of the Mississippi valley and Pacific coast have asked that one of their vessels be the first American merchant ship to pass through the Panama Canal.

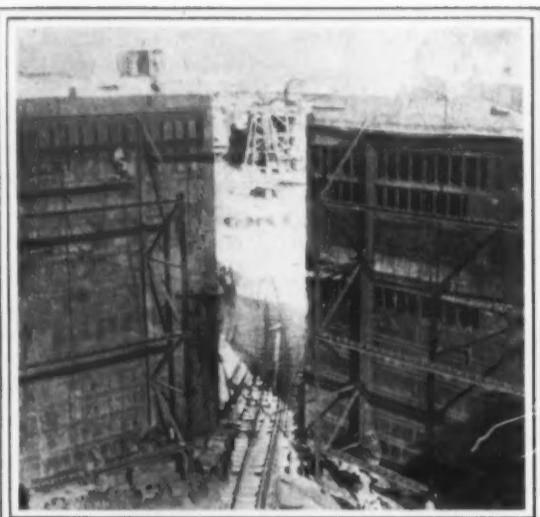
This ambitious plan was the first gun fired for a practicable rehabilitation of the American merchant marine, without the aid of governmental subvention. The legislation that made this possible is unique in more ways than one. While the South, through its congressmen, voting purely on party lines, has always opposed a ship subsidy or any Federal concession in aid of American shipping, and while the Senators and Representatives from Louisiana have consistently stuck to mistaken party faith, their own constituents, by one of the most decisive votes ever recorded there, acclaimed their utter approval of ship subsidy! For the tax exemption is nothing more nor less than ship subsidy under another name. Hence, through the farsightedness of this legislation, the Gulf ports—and more particularly New Orleans—will benefit by the use of the Panama Canal.

With this line in operation and foreign bottoms offering cargo room, another significant event is happening of even greater potential importance—the awakening of the American manufacturer to the fact that the canal will open up enormous markets for the distribution of his surplus products, through the Gulf ports, to Central and the west coast of South America. The preponderance of manufacturing being

(Continued on page 310.)

# The Panama Canal Rapidly Advanced

Latest Photos of the World's Greatest Engineering Work Taken Exclusively for This Magazine



**Not Skyscrapers, But Lock Walls.**  
View of the big locks at Pedro Miguel in course of construction. The pair of locks here will have a lift of 30 1/2 feet.



**Mr. S. B. Williamson.**  
Division engineer of the Pacific division standing beside the auto which he uses for inspection trips.



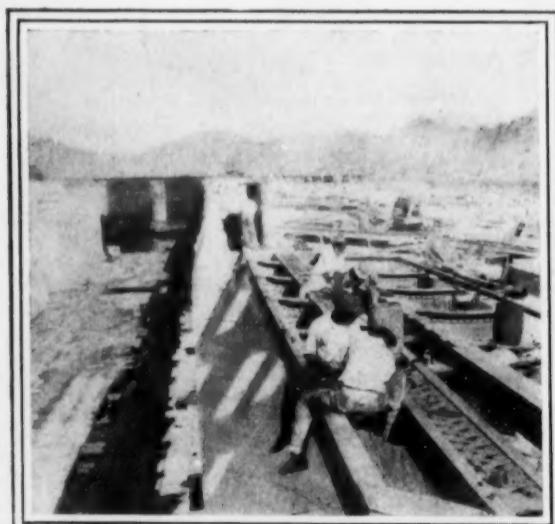
**Removing Thousands of Tons of Debris.**  
Dirt train hurrying through Culebra Cut to the Balboa dump at the Pacific end of the canal, where the Government is building docks.



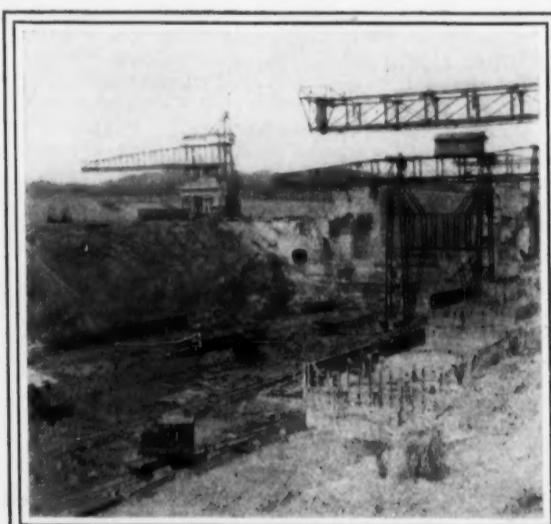
**Tearing Down the Hills with Water.**  
Hydraulic dredging at Miraflores on the Pacific division of the canal. Powerful streams are directed against the slopes which are washed away effectively and rapidly, the water carrying off the debris.



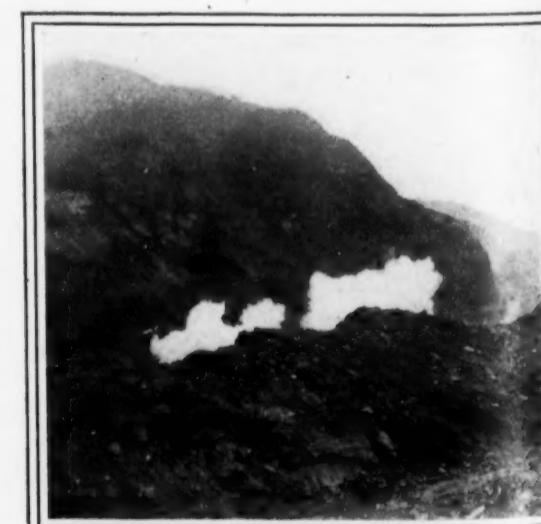
**Excavating in the Culebra Cut.**  
Big steam shovels at work, each dip taking out five cubic yards of earth and rock. They are blasted with dynamite. There have been many big landslides.



**Unique View of Construction Work.**  
Vast amount of concrete and iron, which is being wrought into a solid and lasting structure at Pedro Miguel.



**Tremendous Results of Toil and Skill.**  
Colossal construction of locks at Miraflores which will admit vessels to and from the Pacific. The locks will have a lift of 54 feet.



**Blowing Up the Bluffs.**  
Blasts going off in Culebra Cut and bringing down vast quantities of earth and rock. These are set off while the men are at breakfast.



**Rushing Work in the Central Division.**  
Extending from Gatun Dam to the locks at Pedro Miguel. This division involves the largest amount of excavation.

## Pacific Division of the Canal.

Extending from Pedro Miguel to deep water in the Pacific Ocean. It includes Pedro Miguel locks and dam, also the Miraflores locks, dam and tunnel.

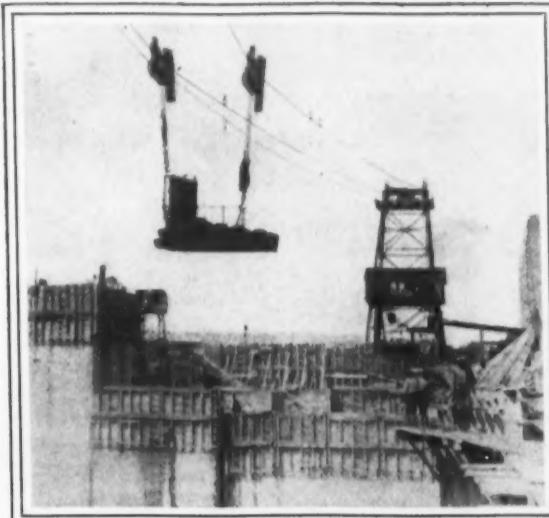
# Advancing Toward Completion

Work Taken Exclusively for Leslie's Weekly by Mrs. C. R. Miller



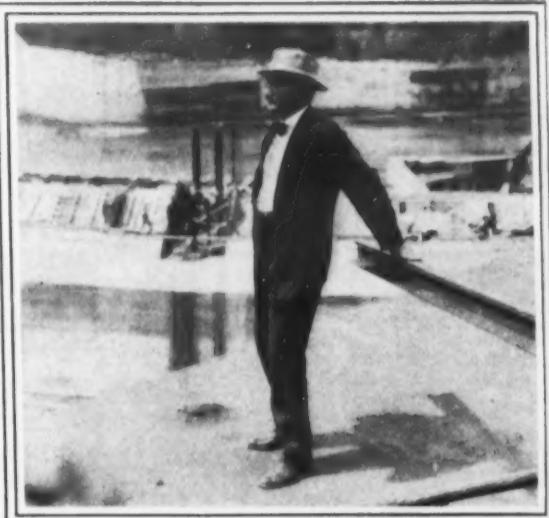
**Colonel D. D. Gaillard.**

Division engineer of the Central division of the Panama Canal, embracing the Culebra Cut.



**Notable Feat of a Giant Crane.**

Carrying a heavy engine from one chamber of the locks at Gatun to the other with perfect ease.



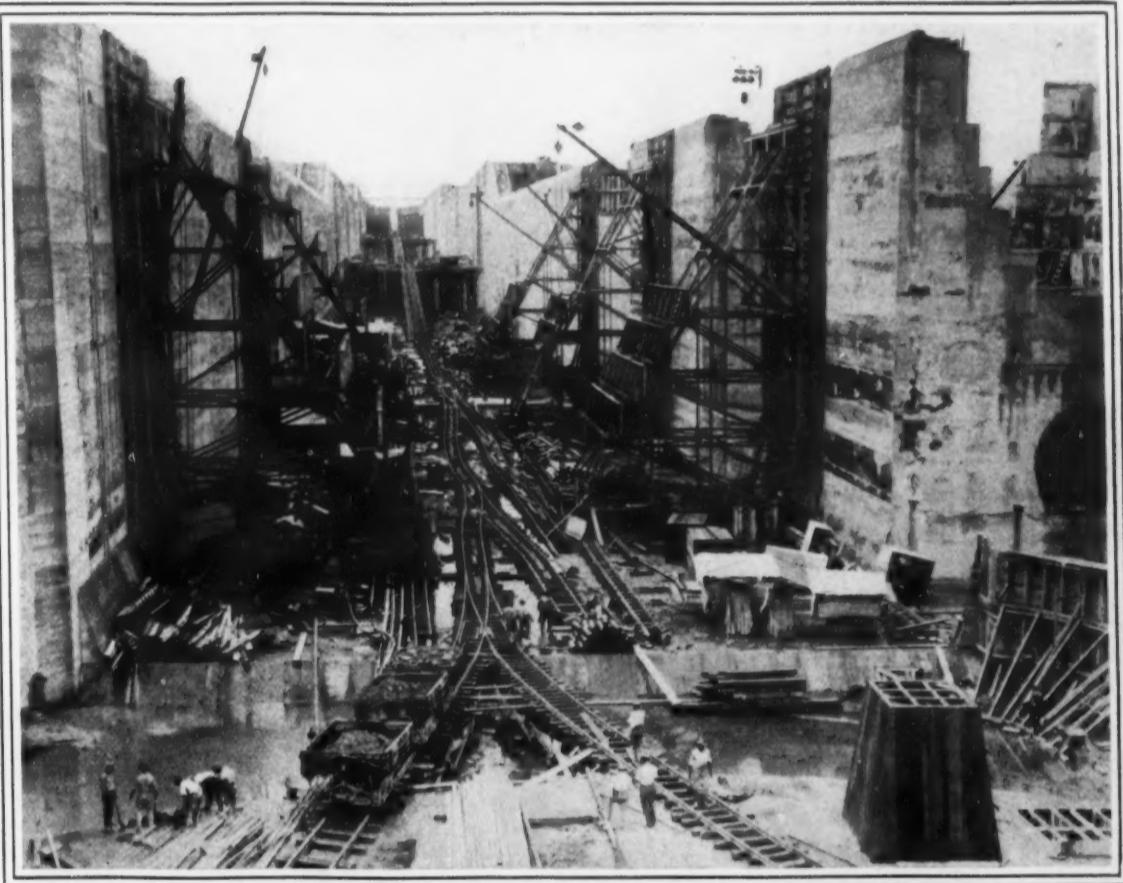
**Colonel William L. Sibert.**

Division engineer of the Atlantic division standing on the edge of the great Gatun Dam built under his supervision.



**Excavating in the Culebra Cut.**

about five cubic yards of earth and rock. The picture shows the rock which has been removed. There have been many big landslides in this cut.



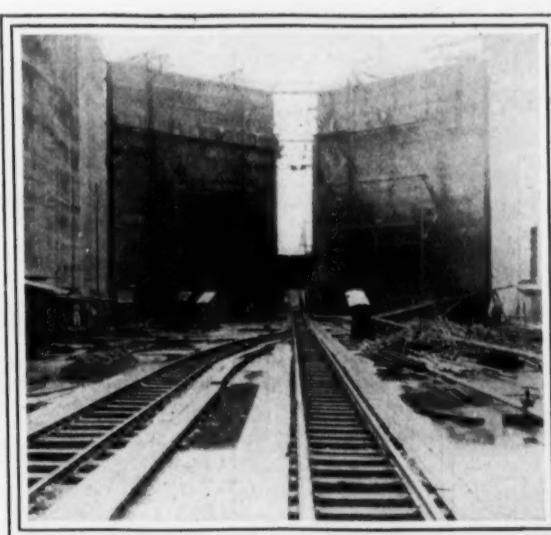
**Marvelous Triumph of Modern Engineering.**

The tremendous Gatun locks looked at from the sea level. The bottom of the locks is 40 feet below the sea level. There will be 12 locks on the canal, each 1,000 x 110 feet. At Gatun there will be three pairs of locks, with a combined lift of 85 feet.



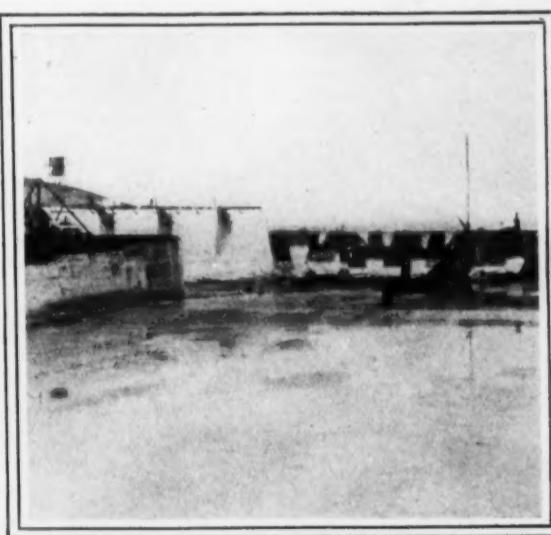
**Rushing the Work in Culebra.**

Tripod drill for blasting at work in the foreground—compressed air drills on the ledge.



**Imposing Portal of Future Commerce.**

The huge steel gates of the Gatun locks—82 feet high, 65 feet long and 7 feet thick—which will admit of vessels to and from the Atlantic.



**A Troublesome Stream Fettered.**

View of the Gatun spillway, showing the Chagres River just shut off forever from the Atlantic Ocean, except when locks require water.

**Central Division of the Canal.**

The locks at Pedro Miguel. This embraces the great Culebra Cut and the largest amount of excavation work.

**Atlantic Division of the Canal.**

Extending from the deep water of the Atlantic Ocean to Gatun Lake and dam. This is perhaps the most difficult portion of the canal owing to the character of the work.

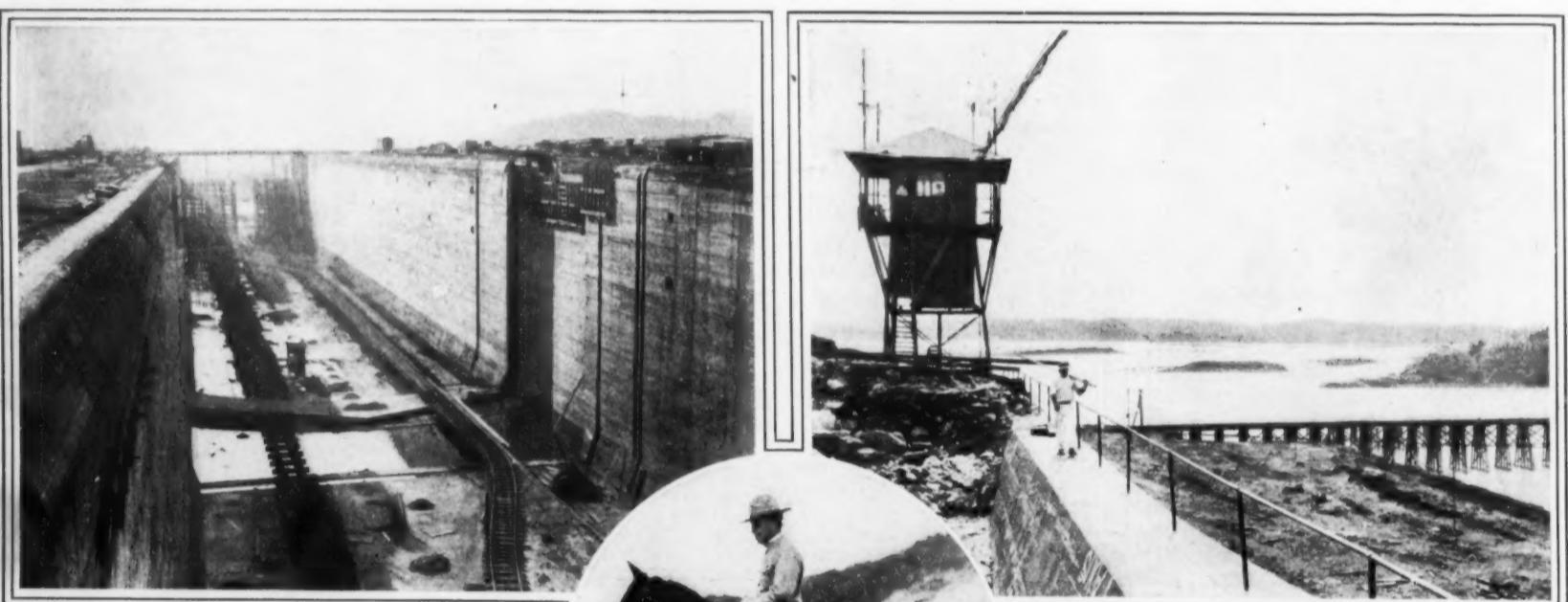
# Construction and Defense of the Panama Canal A

Latest Photographs of Various Phases of the Work Connected with the Waterway Taken Exclusively for Leslie's Weekly  
By MRS. C. R. MILLER



**How One Canal Entrance Will Be Defended.**

Flamico Island in Panama Bay where fortifications will be erected by the American government. These defenses will be equipped with heavy modern artillery.



**A Roomy Canyon Wrought by Men.**

One of the two high and spacious chambers of the lock at Pedro Miguel. Each chamber will have walls and a floor of concrete. The structural strength is very great. The construction work is being done with the utmost fidelity.

**A Big Artificial Lake.**

Gatun Lake formed by damming the Chagres River. It will cover an area of 161 square miles. The dam will be one and a half miles long, and its crest will be 115 feet above the sea. Much of the canal route consists of natural waterways, needing only to be dredged.



**Bird's-eye View of the Famous Culebra Cut.**

The enormous excavation seen from the observation platform high up on the hillside. The lowest track in sight is still 38 feet above the level of the cut when it shall be completed.

**Canal Zone Policeman.**

Type of the members of a semi-military organization much like that of the Canadian mounted police. They have brought law and order into the zone.



**A Vent for the Imprisoned Waters.**

The Gatun spillway through which the surplus water of the canal will escape. The spillway is a concrete lined opening 1,200 feet long and nearly 300 feet wide cut through the rock.

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# A Remarkable Tribute to Abraham Lincoln

By HON. FRANK S. BLACK, Former Governor of New York

**EDITOR'S NOTE:**—At this time, when the memory of Abraham Lincoln is revered more perhaps than ever in the history of the country and when the anniversary of his birth has been celebrated throughout the entire land, the remarkable tribute paid to him by ex-Governor Frank S. Black of New York, at the celebration of the 100th anniversary of the birth of Lincoln, at Cornell University, will be read with renewed interest. We print it by special request of many readers. It is a prose epic.

HERE are subjects upon which nothing new can be said, but which still arouse the fervor awakened at their first enunciation. If the song was true when it started on its journey, it will be sung as long as human hearts vibrate and tongues retain the gift of speech. It will be lisped by those who are tottering on toward the end, and echoed by those whose hearts are filled with the promise and the glow of youth. If the product was genuine when it passed from the Creator's hand, it will neither be dimmed by age nor cheapened by familiarity; for honor is not decreased by contact and truth is never out of tune.

If none of the old stories is ever to be retold, many a noble inspiration must be lost and many a tender chord must remain untouched.

This is the age, I know, when the search is at its height for the new and marvelous, and in this eagerness the primeval forests are swept away, the bowels of the earth are punctured, and even on the remotest sea the observant eye detects the flutter of a sail. The watchword is energy, the goal is success; but in the fever of modern enterprise a moment's rest can do no harm. We must not only acquire; we must retain. We must not only learn; we must remember. The newest is not always the best. The date or luster of the coin does not determine its metal. The substance may be plain and unobtrusive, and still be gold. Whoever chooses without a proper test may die both a pauper and a fool. The paintings of recent times have evoked the praise of critics, and yet thousands still pay their homage to an older genius. Modern literature is ablaze with beauty and with power, and yet millions are still going to one old and thumbworn text for their final consolation.

Remembering the force of these examples, it will be profitable sometimes to step one side for the serious contemplation of rugged, lasting qualities in whatever age or garb they have appeared. The hero of an hour will pass as quickly as he came. The flashlight will dazzle and blind, but when the eyes are rubbed the impression has passed away; but the landscape that comes slowly into view with the rising sun, growing more resplendent and distinct with his ascending power, and fading gently from the vision at the approach of night, will remain in the mind forever, to illuminate, to strengthen and to cheer. And men are like impressions. There are more examples of the flashlight kind than there are fireflies on a summer's night, but there is no nobler representative of the enduring and immortal than he in whose name this event is celebrated. Whoever imparts a new view of his character must tell it to the newborn, to whom all things are new; for to the intelligent and mature his name and virtues have been long familiar. His was the power that commanded admiration and the humanity that invited love; mild but inflexible, just but merciful, great but simple, he possessed a head that commanded men and a heart that attracted babes. His conscience was strong enough to bear continual use. It was not alone for public occasions nor great emergencies. It was never a capital, but always a chart. It was never his servant, to be dismissed at will; but his companion, to be always at his side. It was with him, but never behind him; for he knew that a pursuing conscience is an accuser and not a guide, and brings remorse instead of comfort.

His greatness did not depend upon his title, for greatness was his when the title was bestowed. He leaned upon no fiction of nobility, and kissed no hand to obtain his rank; but the stamp of nobility and power which he wore was conferred upon him in that log hut in Kentucky, that day in 1809, when he and Nancy Hanks were first seen there together, and it was conferred by a power which, unlike earthly potentates, never confers a title without a character that will adorn it. When we understand the tremendous advantages of a humble birth, when we realize that the privations of youth are the pillars of strength to maturer years, then we shall cease to wonder that out of such obscure surroundings as watched the coming of Abraham Lincoln should spring the colossal and supreme figure of modern history.

Groves are better than temples, fields are better than gorgeous carpetings, rail fences are better than lines of kneeling slaves, and the winds are better than music if you are raising heroes and founding governments.

Those who understand these things and have felt the heart of Nature beat will not wonder that this man could stand the shock and fury of war, and yet maintain that calm serenity which enabled him to hear above the roar of the storm that enveloped him

the low, smothered cry that demanded the freedom of a race.

If you look for attributes that dazzle and bewilder, you must seek them elsewhere than in the character of Abraham Lincoln. It was not by show or glitter or by sound that the great moments of history were marked and the great deeds of mankind were wrought. The color counts for nothing; it is the fiber alone that lasts. The precept will be forgotten unless the deed is remembered. The wildest strains of martial music will pass away on the wind, while the grim and deadly courage of the soldier, moving and acting without a word, will mark the spot where pilgrims of every race will linger and worship forever.

No character in the world more clearly saw the worth of substance and the mockery of show, and no career ever set in such everlasting light as the doctrine that, although vanity and pretense may flourish for a day, there can be no lasting triumph not founded on the truth.



Hon. Frank S. Black.  
Stalwart Republican and former Governor of the State of New York.

The life of Lincoln moved upon that high, consistent plane which the surroundings of his youth inspired. Poverty is a hard but oftentimes a loving nurse. If fortune denies the luxuries of wealth, she makes generous compensation in that greater love which they alone can ever know who have faced privations together. The child may shiver in the fury of the blast which no maternal tenderness can shield him from, but he may feel a helpless tear drop upon his cheek which will keep him warm till the snows of time have covered his hair. It is not wealth that counts in the making of the world, but character. And character is best formed amid those surroundings where every waking hour is filled with struggle, where no flag of truce is ever sent, and only darkness stays the conflict. Give me the hut that is small enough, the poverty that is deep enough, the love that is great enough, and over all the fear of God, and I will raise from them the best there is in human character.

This lad, uncouth and poor, without aid or accidental circumstance, rising as steadily as the sun, marked a path across the sky so luminous and clear that there is not one to mate it to be discovered in the heavens, and throughout its whole majestic length there is no spot or blemish in it.

The love of justice and fair play and that respect for order and the law which must underlie every nation that would long endure were deeply imbedded in his nature. These, I know, are qualities destitute of show and whose names are never set to music; but unless there is in the people's heart a deep sense of

their everlasting value, that people will neither command respect in times of their prosperity nor sympathy in the hour of their decay. These are the qualities that stand the test when hurricanes sweep by. These are the joints of oak that ride the storm, and, when the clouds have melted and the waves are still, move on serenely in their course. Times will come when nothing but the best can save us. Without warning and without cause, out of a clear and smiling sky may descend the bolt that will scatter the weaker qualities to the winds. We have seen that bolt descend. There is danger at such a time. The hurricane will pass like the rushing of the sea. Then is the time to determine whether governments can stand amid such perilous surroundings. The American character has been often proved superior to any test. No danger can be so great and no calamity so sudden as to throw it off its guard. This great strength in times of trial and this self-restraint in times of wild excitement have been attained by years of training, precept and experience. Justice has so often emerged triumphant from obstacles which seemed to chain her limbs and make the righteous path impossible that there is now rooted in the American heart the faith that, no matter how dark the night, there will somehow break through at the appointed hour a light which shall reveal to eager eyes the upright forms of Justice and the Law, still moving hand in hand, still supreme over chaos and despair, the image and the substance of the world's sublime reliance.

I shall not try to present Lincoln as an orator, a lawyer, a statesman or a politician. His name and his performances in the lines which he pursued have been cut into the rock of American history with the deepest chisel yet made use of on this continent.

But it is not by the grandeur of his powers that he has most appealed to me, but rather by those softer, homelier traits that bring him down to a closer and more affectionate view.

The mountain that crowds its summit to the clouds is never so magnificent to the observer on the plain below as when by some clear and kindly light its smaller outlines are revealed.

And Lincoln was never more imposing than when the milder attributes of his nature were exposed. He was genuine, he was affectionate; and, after all is said and the end is reached, what is there without these two? You may measure the heights and sound the depths; you may gain the great rewards of power and renown; you may quiver under the electric current of applause—the time will come when these will fall from you like the rags that cover your body. The robes of power and the husks of pretense will alike be stripped away, and you must stand at the end as you stood at the beginning, revealed. Under such a test Abraham Lincoln might stand erect, for no man loved the humbler, nobler traits more earnestly than he. Whatever he pretended to be, he was; genuine and sincere, he did not need embellishment. There is nothing in the world which needs so little decoration or which can so well afford to spurn it altogether as the absolutely genuine. Imitations are likely to be exposed unless carefully ornamented. Too much embellishment generally covers a blemish in the construction. It therefore happens that the first rate invariably rejects adornment and the second rate invariably puts it on. The difference between the two can be discovered at short range, and safety from exposure lies only in imperfect examination. If the vision is clear and the inspection careful, there is no chance for the sham ever to be taken for the genuine; and that is why it happens that, among all the forms of activity in this very active age, no struggle is more sharp than that of the first rate to be found out and of the second not to be. It is easier to conceal what a thing is than to prove it to be what it is not. One requires only concealment, the other demonstration. Sooner or later the truth will appear. Some time the decorations will fall off, and then the blemish will appear greater because of the surprise at finding it.

None has less to fear from such a test than Abraham Lincoln, and his strength in that regard arose, it seems to me, from the preservation through all his life of that fondness for his early home, of the tender recollections of his family and their struggles which kept his sympathy always warm and young. He was never so great but that the ties of his youth still bound him. He was never so far away but that he could still hear the note of the evening bird in the groves of his nativity.

They say the tides of the ocean ebb and flow by a  
(Continued on page 303.)

# The Paris Forecast of Easter Hats



**Picturesque Hat for a Pretty Face.**

This large hat of unbleached rice straw has a deep fold in the upturned brim. Pink and blue forget-me-nots cover the crown and are built high around the black and white aigrette.



**A New Shape in Straw**

Black milan, faced with white. The crown is covered with small roses and flat velvet bow.



**The Picture Hat Will Also Be in Favor.**

Yellow milan straw faced with black taffeta. A large bunch of yellow roses is the only trimming.



**Taffeta Hats Will Be Much Worn.**

Soft white hat almost completely covered by a crushed band of coffee brown taffeta, which material is also used for the soft high crown.



**Durbar Turban in Straw.**

A chic effect is achieved in this simple combination of rough blue straw and a black and white aigrette.



**Serviceable Toque for Walking Costume.**

This soft black straw is covered with large loops of black taffeta ribbon edged with white. A large white wing trims the side.



**Stylish Hat of Blue Taffeta.**

This low crowned hat covered with changeable taffeta has a narrow band of blue velvet ribbon in center of upturned brim. The crown is trimmed with soft green leaves built up and surrounded with tulle.



**Striking Hat in Black and White.**

White Italian straw with black velvet facing. Aside from the handsome aigrette at the upturned side the hat has no adornment whatever.

PHOTO TRANS-ATLANTIC NEWS SERVICE

## The Man That Was a Cad

(Continued from page 294.)

"Certainly," he replied.  
"Then," I inquired, "why didn't you?"  
His surprise was patent.  
"What?" said he.  
"It would have been rather hard on me to be married to you," I admitted; but for your own sake, since you aren't thinking of her's, why didn't you marry her?"  
His amazement, I remember, grew deeper.  
"Upon my word," he said, "I can't make you out! My own sake? Why, that's just why I didn't! Marry her? After that?"

I did not press the point. What was the use? He could not have understood.

Anhow, the psychology of his attitude was sufficiently commonplace. James divided women into two classes—pretty butterflies that it was exciting to chase, but that, once captured and killed, lost their beauty and were to be dropped by the roadside—these were all the women in the world but one; and the other class was composed of the one woman—some indefinite and as yet unattained person, whom James was some day really to make Mrs. James Bryce Dennison, but who could have nothing but beauty in common with her sisters. I understood perfectly that he had ended by hating that young girl that, even according to his own standards, he had soiled.

He looked me steadily in the eye.

"I've led a pretty decent life as lives go," he said, "and I've no use for a woman that isn't good."

"No," said I; "you have no use for her."

But all this was years after the event. What immediately followed the event was James's endeavor to slink out of the house, a coward to the last, with an almost purely formal parting. He scarcely spoke to the girl, and, oddly enough, the girl found herself not especially impelled to speak to him. For to the girl there

### From the North Country

WHERE THE WINTERS ARE COLD AND THE SNOWS DEEP.

Writing from the vicinity David Harum made famous, a man says that he was an habitual coffee drinker, and, although he knew it was doing him harm, was too obstinate to give it up, till all at once he went to pieces with nervousness and insomnia, loss of appetite, weakness, and a generally used-up feeling, which practically unfitted him for his arduous occupation, and kept him on a couch at home when his duty did not call him out.

"While in this condition Grape-Nuts food was suggested to me and I began to use it. Although it was in the middle of winter and the thermometer was often below zero, almost my entire living for about six weeks of severe exposure was on Grape-Nuts food with a little bread and butter and a cup of hot water, till I was wise enough to make Postum my table beverage.

"After the first two weeks I began to feel better and during the whole winter I never lost a trip on my mail route, frequently being on the road 7 or 8 hours at a time.

"The constant marvel to me was how a person could do the amount of work and endure the fatigue and hardship as I did, on so small an amount of food. But I found my new rations so perfectly satisfactory that I have continued them—using both Postum and Grape-Nuts at every meal, and often they comprise my entire meal.

"All my nervousness, irritability and insomnia have disappeared and healthy, natural sleep has come back to me. But what has been perhaps the greatest surprise to me is the fact that with the benefit to my general health has come a remarkable improvement in my eyesight.

"If a good appetite, good digestion, good eye-sight, strong nerves and an active brain are to be desired, I can say from my own experience, use Grape-Nuts and Postum." Name given by Postum Co., Battle Creek, Mich.

Read the little book, "The Road to Wellville," in packages. "There's a reason."

**Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.**

had come a blinding dual revelation; she knew that he did not love her, and as she saw him sneak from her, a stupid, brutal man, she knew also that she could never again regard him with any emotion save that of contempt touched with a pity that was almost scorn.

From some tones of his voice, from certain mental attitudes in Dennison's talk with me, I have always suspected that he felt the girl's contempt and that it hurt him. He confessed to me, at any rate, that when he revisited his old college, a year or less later, he bragged to some of the boys about his conquest and warned some of the girls against this girl.

"Of course I had to tell the nice girls," he said. "You can see for yourself that she wasn't proper company for me."

He did say that. Actually. And I am ashamed to have to relate that he so took my breath away that not until our next meeting did I express to him my full views upon his conduct.

But my views mattered little then. Dennison's "warning" to the "nice girls" had long since done its work. The girl that was not "nice" had been driven from the college. She had been driven into the only sort of company that was open to her. Three years later she died in a municipal hospital.

Dennison's work. Absolutely and wholly Dennison's work—the joint result of what he did and what he refrained from doing.

And Dennison? Well, he has not become a physician; he never had the brains for that. He hangs on at that other little college as a paid football coach. Every once in a while I hear that he is engaged to be married—this man that has led a pretty decent life and has no use for a woman that is not good; but then, quite as regularly, I hear that the engagement is broken. Still, he is contented while there are people to admire him; he is as happy over a casual victory by his eleven as he could ever have been over a successful operation, and he does not believe that he has ever wronged a single human being. He is quite a figure at the faculty teas. The old ladies like him; they like to see their daughters in such proper company, though their daughters are beginning to smile at him, behind his back, as a little too settled and stupid. To this day he drinks only in secret, and as no respectable person knows of his occasional visits to the darker quarters of a near-by city, Dennison, though he always conventionally repents of them, really, in his heart of hearts, does not see what harm they can do.

### A Remarkable Tribute to Abraham Lincoln.

(Continued from page 301.)

force which, though remote, always retains its power. And so with this man, whether he rose or fell; whether he stood in that giant-like repose that distinguished him among his fellow-men, or exercised those unequalled powers which, to my mind, made him the foremost figure of the world, yet he always felt the tender and invisible chord that chained him to his native rock. In whatever field he stood he felt the benign and sobering influences of his early recollections. They were the rock to which he clung in storms, the anchor which kept his head to the wind, the balm which sustained him in defeat and ennobled him in the hour of triumph.

I shall not say he had his faults, for is there any hope that man will pass through this vale of tears without them? Is there any danger that his fellow-men will fail to detect and proclaim them? He was not small in anything. He was carved in deep lines, like all heroic figures, for dangerous altitudes and great purposes. And as we move away from him, and years and events pass between us, his form will still be visible and distinct; for such characters, built upon courage and faith and that affection which is the seed of both, are not the playthings, but the masters of time.

How long the names of men will last no human foresight can discover, but I believe that, even against the havoc and confusion in which so many names go down, the fame of Lincoln will stand as immovable and as long as the pyramids against the rustle of the Egyptian winds.

In answering advertisements please mention "Leslie's Weekly"



**Nero at the Circus**

**Nero** The very sound of the name pictures tyranny and cruelty. Born of a murderer and schooled in crime by murderers, the life of this man has stood thru all ages as the climax of cruelty and crime. How the Christian Martyrs were persecuted and tortured by the tyrant, how his recklessly defied all precedent and created tortures and crimes unheard of before, and how his selfish, childish weakness, at last brought him to a coward's grave, is all told vividly and masterfully in the Library of Universal History. The illustration of the tyrant at the Circus is only one of the hundreds which embellish this great work.

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The world's most reliable history, the history that has been adopted by Universities, Colleges and Educators everywhere. The history that is in more than 250,000 homes. Now shipped direct to your home, for only \$1. Send the free coupon for full details of the greatest special offer ever made in the history of the publishing business. The publisher has failed, and we have secured a limited number of sets. We can tell you the price only in a personal letter. We cannot quote the sensational low price here, because it would harm future sales, wherever these few sets have been sold. The entire 15 volumes is bound in genuine Maroon English Crash Buckram, printed from large new type, and embellished with over 100 double page maps and plans, 700 full page illustrations, many of which are in colors. More than 5,000 pages of solid reading matter. This is the one reliable trust worthy history—the up-to-date history adopted by educators, schools and colleges. It takes you from the very dawn of history to the present day. You see Chaldea rise and fall, Egypt build the pyramids, and Babylon in all her glory. You see the Spartans at Thermopylae, Alexander build his world wide empire, only to see it crumble and fall. You see Charlemagne, Caesar, Napoleon, Wellington, Washington and Lincoln. The history of all nations, in all times, is told vividly in the Library of Universal history. Send the free coupon for full particulars of this great offer.

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**The Late Ex-President Cleveland, said,** "I am sure this History will find an important place among the publications intended to give wider familiarity with historical literature."

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If you send in the free coupon today, we will send you in addition to the sample pages, a handsome art picture of Pres. Taft and a full complete, and comprehensive map of the Panama Canal, showing dams, locks, cuts, etc., etc. The map will show you just how the Atlantic is being joined to the Pacific, thus uniting the Orient with the Occident. It will show you how thousands of miles will be saved for travelers, and how this channel is joining the two worlds. This map should be in every home.

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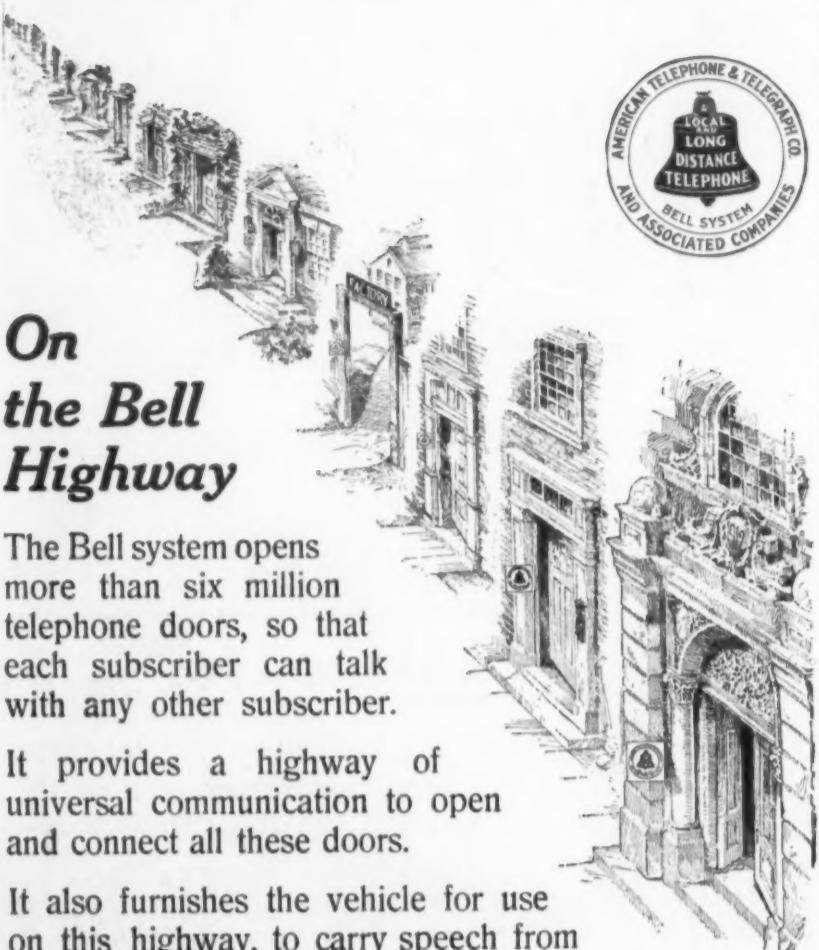
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Leslie's Weekly

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# The Open Doors



## On the Bell Highway

The Bell system opens more than six million telephone doors, so that each subscriber can talk with any other subscriber.

It provides a highway of universal communication to open and connect all these doors.

It also furnishes the vehicle for use on this highway, to carry speech from door to door throughout the land.

The Bell highway is used daily by more than twenty million people—all telephone neighbors—by means of universal service.

**AMERICAN TELEPHONE AND TELEGRAPH COMPANY  
AND ASSOCIATED COMPANIES**

**One Policy      One System      Universal Service**

## WANTED

A few more bright, hustling agents to introduce wonderful new household invention. Women wild over it—buy eagerly. SEND NO MONEY. Just write name and address on card to-day—get complete information free.

We will show you how and help you make big money as our representative in your territory.

Look at the illustrations. Stop and consider what a wonderful invention this new Self-Wringing Mop really is. Consider what it means to every housewife in the world. You know that a woman simply hates mopping day—hates the sloppy, dirty rag she must wring out with her hands—hates the high-tide of muddy water against woodwork—hates, hates, hates mopping day.

What a glorious new invention—liberty from all this—no aching wrists and backs—no swollen hands and fatigue-flushed face—no labor, no effort, no work—the greatest drudgery of housework removed forever—the New Easy Wringing Mop, Godsend to homes everywhere—glorious step in the progress of the twentieth century.

First, a complete day's mopping without touching the hands to the water. Second, strong lye water, or water that is boiling hot may be used. Third, two turns of crank wrings out every drop of water—and a child can do it. Fourth, a strong, flexible, durable cloth is furnished free with each mop. Fifth, it is mechanically perfect—neat, dependable, durable, of first-class material throughout. Sixth, it is automatic—the moment it is lifted from the floor it straightens out, self-adjusts itself and is in natural, perfect condition to turn crank and wring.

Every woman claps her hands with delight—exclaims: "Never saw anything like that in the world before. Just what I want. Can't I keep this one?" No, you can't—unless you buy it. We want agents—no territory. No talking necessary—no experience required—we want a few more men and women to take orders and deliver this new labor-saver to every home. No canvassing necessary—sells itself. Write for territory to-day—start making \$50 to \$75 a week right away.

**LISTEN:** One man's orders, \$2000 one month—profit \$8000. A. E. Martin called on 20 homes, made 19 sales. Elmer Menn sold \$31 in two days—paid in 4-2 hours. O. A. Eiter, down in Texas, sold \$23 in 2 hours and 40 minutes. Michael J. Miller, after dinner in less than 2 hours, sold \$100. That's the way it goes. You can't fail. You can't lose.

We want Agents, Salesmen, Managers in every county to fill orders, appoint, supply, control sub-agents. 150 per cent. profit. No investment required. Sample free with first order. Territory going fast. Act quick. Valuable booklet and all information FREE.

Write your name and address plainly, giving name of county. Investigate to-day.

**U. S. MOP COMPANY**  
1533 Dorr St., Toledo, Ohio

## READ THIS

Every statement we make prove by sworn depositions. Hundreds are getting rich. Everybody excited over this wonderful household invention. Sells at every home on 150 per cent profit.

These illustrations show the mop on the floor when it is wrung up. On the floor it spreads out and is held down firmly at all points. When lifted it straightens out again. It takes two turns of crank to wring out every drop of water. Mopping is now a pleasure and the floor is cleaned 100 per cent. better in half the time.



**Advertising of Advertising—Everybody is talking about it, but Leslie's Weekly and Judge are doing it.**

In answering advertisements please mention "Leslie's Weekly."

## Panama Canal's Master Builder —His Problems.

(Continued from page 296.)

which he thinks will answer the requirements of operation and maintenance. It provides a force of 2,416 men, at a total cost of \$2,825,660, based on the salaries that are now being paid; and allowing \$700,000 for the material that may be necessary, based on experience at the Soo Canal, brings the aggregate cost of operation and maintenance up to \$3,500,000 per annum. Operation means the force and material necessary to operate the power plant, to operate the locks, to light the canal and to pay superintendence. Maintenance of the canal is any work made necessary to repair any deterioration that might occur during the year in any part of the work, preservation of gates, etc. The sum of \$3,500,000 is for operation and maintenance, exclusive of civil government and sanitation. Colonel Goethals believes, because of the distance from home, the wage scale to Americans ought to be slightly in advance of that paid in the States for similar classes of labor. He has fixed in his mind an increase of twenty-five per cent. over and above the prices for labor in the eastern part of the United States.

"How about the trouble from landslides?" was another question I asked Colonel Goethals. "Will it delay the completion of the work?"

"Not a bit of it!" was his answer. "We expect to be ready to pass ships through the canal during the latter part of 1913. We expect to get the canal in such good working order by the first of January, 1915, that the navies of the world can pass through. Our slide trouble comes from three causes. The first class of slides gives us no trouble at all, but that is the class of slides that is liable to keep up for a considerable time. The second class of slides we will get rid of. The Culebra break, on either side, is due to superimposed pressure, and that will cease entirely when we get water in the canal. When we get to the bottom of the canal and get that extended out to the full width, with sides standing in proper position, we anticipate no more trouble from that cause, because the stability of the banks will be increased by the addition of the water."

Colonel Goethals is anxious to avoid the fixing of the tolls so as to make them prohibitive and not attractive to commerce. He desires to let commerce increase, maintaining the tolls at as high rates as we can, and by the increase in commerce we ought to get not only the operating expenses, but, later, a little besides to pay the government back. He figures that by handling 80,000 tons a day in the canal, at one dollar a ton, the United States government could put aside in the treasury \$70,000. He regards the canal as a military necessity, and as such unifies our fleet.

Colonel Goethals resents the statement made that the white man on the isthmus needed more law than the West Indian. He declares that the assertion is not borne out by the records, and is an unwarranted slur on the white man. He has always resisted the effort to close the saloons in the canal zone. The largest part of the construction force consists of these West Indian negroes. They are fed on rum from childhood up. The actual nourishment they get from food is little, so rum to them is practically an article of diet. The closing of the saloon, Colonel Goethals believes, would work a hardship on that class of employe and would be to his detriment and to the detriment of the work. But the most important of the vital questions confronting the canal builders at the present time, in the opinion of Colonel Goethals, is the question of maintenance and operation. His last word in the interview was a strong reiteration of his advocacy of the bill of Secretary Stimson which would place the matter in the hands of the President of the United States—which seems to us pretty good hands.

## The World's First Licensed Aviatrixes.

(Continued from page 292.)

length; a semi-close-fitting jacket with peplum and belted waist, a special hood of the same material shirred full at the top and close fitting under the chin, with a cape to protect the neck. Madam de

la Roche wears a wool outfit, including long sweater over short skirt, high leggings and a wool cap. Miss Nellie Beeson is similarly attired in a divided short skirt. Madam Dutrieu arrays herself in a khaki suit, her long divided skirt, reaching the ankles, having the appearance of loose pantaloons. She wears a short jacket and a regulation aviator's cap. Miss Quimby wears a one-piece suit of mauve wool-back satin, with knickerbockers, which are met at the knee by high laced boots. The cap is made to fit tightly over the head and fastens snugly under the chin. Miss Mathilde Moisant, sister of the late John B. Moisant, the second woman in America to learn to fly, wears a knickerbocker costume, with high laced boots and regulation aviation cap. Miss Moisant drives a monoplane.

## American Ships Entitled to Low Canal Tolls.

(Continued from page 296.)

with exclusive regulation and management, cannot treat its own vessels, whether of war or of commerce, as it wishes, and must even chase its own war vessels out of the canal in time of war!

There is no valid reason against establishing a preferred toll for our own vessels and in letting foreign vessels, to whose advantage it is to use it, pay a higher rate. The absurd argument advanced that, because we do not charge foreign vessels coming into our harbors, to repay in some measure the vast expenditures for rivers and harbors, we should not do so in the canal, loses sight of the fact that the vessels coming to our harbors are for our own trade, while many of those going through the canal may not only not minister to our trade, but actually injure it. Vessels are not obliged to use the canal unless it is to their advantage, and as our country supplies such advantage it should not be too altruistic to reap some benefit from it.

We shall be told that the Suez Canal treats all nations alike. Of course it does, and could not do otherwise. It is owned and run by a corporation and traverses territory alien to the great mercantile nations. It has paid for itself several times over and earns about thirty per cent.

The Panama Canal is built and paid for by us and runs through our territory, and any and all advantages to be gained through such control should be conserved in the country's interest and not be sacrificed to still further increase our pitiful dependence upon the oceans.

## Luxury and High Living.

**A** LUXURY-LOVING public need not object to high prices. The increasing use of perfumes and cosmetics indicates there is much in the phrase, the "cost of high living." In the last twelve years the imports and exports of these two luxuries have totaled \$20,000,000, the figures for 1911 being \$2,500,000. "This rapid growth," says the *Practical Druggist*, "indicates the increasing disposition of the citizens of the United States to draw upon all parts of the world for comforts and conveniences." The changes of a single generation in the matter of luxuries of one kind or another have been marvelous. No one argues that we should go back to a Spartan simplicity; but if the poor man to-day demands luxuries denied even to the rich forty years ago, let him not complain of the cost.

## At Home and Abroad.

**T**HE Co-operative Wholesale Society of England does \$125,000,000 of business annually, with a net profit of about two per cent. It is not a private business, but is owned by the co-operative retail stores of England. The only large business in the United States that approaches the English co-operative system in economy and efficiency is conducted by the Chicago packing companies, whose profit on their annual business is about two per cent. Strange to relate, the Chicago packers are being prosecuted on the apparent assumption that they have wronged the public by making too much money, although, from a public point of view, they conduct the most efficient corporations in the country, in the amount of service rendered for the profit received.

*Chafing  
Dish  
Cooking*

*Cheese*

Famous for Eighty Years

Gives a delightful piquancy and flavor that has created an enormous demand in every country.

**LEA & PERRINS'**

**SAUCE**

THE ORIGINAL WORCESTERSHIRE

A perfect relish for Soups, Fish, Steaks, Roasts, Chops, Gravies, Salad Dressings and Chafing Dish Cooking.

*It Aids Digestion.*

JOHN DUNCAN'S SONS, Agents, N. Y.

**THERMOS**

A Luxury When Bought

A Necessity When Used

Thermos keeps liquids steaming hot for 24 hours or ice cold for 72 hours. It adds so much to life's comforts, you wonder how you did without it. Thermos vessels are ideal fireless cookers.

Thermos Bottles \$1. up. Thermos Carafes \$5. Thermos Lunch Kits & Luncheon Hampers \$2.50. Thermos Coffee Pots \$5. Thermos Decanters \$5.

On sale at first class dealers. All genuine Thermos articles have the word "Thermos" stamped on the base. If your dealer offers a substitute for genuine Thermos, we will ship you direct, express prepaid, upon receipt of price. Write for book illustrating and describing all Thermos products.

American Thermos Bottle Co., Thermos Building, New York City.

**Thermos**

This is the Greatest of Outdoor Sports

Canoeing is at its best when you own an "Old Town Canoe." This is the canoe that has made this sport so popular on all river playgrounds, park lakes, the seashore, etc. The

**"Old Town Canoe"**

is light, easy to paddle, durably constructed, easy to manage, as graceful as a swan. If you live where there is water to play on, write for our catalogue of canoe facts and canoe pictures. 2000 canoes in stock. Agents everywhere. Prompt deliveries.

OLD TOWN CANOE CO.  
673 Middle Street, Old Town, Me., U. S. A.



Here is Real Cigarette Distinction for You  
THE little personal touch that makes you stand apart from the rest. Combines distinction, character, charm.

100 Cigarettes with Your Monogram for \$2

A RUSTICALLY engraved in gold at the price of plain tobacco, 100 fragrant smokes of smooth blend, selected, mild, Turkish tobacco, rolled to suit your especial fancy. Tin of gold, silver, cork, straw or plain style. Enclose \$2 bill in letter, print initials plainly, select style by number and see how pleased you will be with them. Or, send me in stamp for 5 sample cigarettes. Write today. This offer limited.

APOLLO BROS., Inc. 141 North 5th Street Philadelphia, Pa.

I PAY  
\$50<sup>00</sup>  
for  
Each Sale

I want High-class Salesmen to act as General Agents for the sale of my FLORIDALAND. No experience necessary. No capital required. Good men earn \$100 to \$400 weekly. Send me a sample of your product. Send for "Confidential Circular to General Agents," and "Selling Manual." Both free.

E. C. HOWE  
771 Hartford Blvd., CHICAGO

## People Talked About

AS SOON as it was announced that Secretary of State Knox would make a tour of the countries bordering on the Caribbean Sea, to assure them of the friendly attitude of the United States and to explain this country's views regarding the Panama Canal, General Pedro Nel Ospina, the minister from Colombia, sent a letter to the State Department, intimating that Secretary Knox would receive a cold welcome if he visited Colombia. The minister's letter was due to his resentment over the attitude of the United States on the secession of

Panama from Colombia. He claimed that he alone was responsible for the sentiments expressed in the letter. Events confirmed this assertion, for the Colombian government speedily disavowed his action and recalled him from his post. The general's performance seems to have been disapproved by the people of Colombia as well as its government, and it is probable that when Mr. Knox reaches the Colombian capital he will be most hospitably treated.

THE PEACE mission of Secretary of State Philander C. Knox to the Latin-American countries bordering on the Caribbean Sea was regarded the world over as a most significant step. It is Mr. Knox's purpose to dispel misunderstandings and to cul-



COPYRIGHT HARRIS & EWING  
PEDRO NEL OSPINA.

The Minister from Colombia who was recalled after he had warned Secretary Knox not to visit his country.



BELL  
CHESTER S. LORD.  
The able and popular editor of the New York "Sun" whose forty years of service for that paper was celebrated by a dinner.

**NATIONAL  
NABIS  
CO. COMPANY**

**EVEN the derivation of the name of these delicious Sugar Wafers is an assurance of their goodness.**

**Sponsored by the makers, whose name is always associated with baking perfection, how could Nabisco Sugar Wafers be other than the perfect dessert confection?**



**Chocolate Tokens—Another dessert sweet with a coating of rich, creamy chocolate.**



BISHOP MOFFETT  
J. R. VINCENT.  
The famous originator of the Chautauqua movement, who was highly honored on his eightieth birthday.

### A Distinguished Party of Travelers.

Secretary of State Philander C. Knox and his family photographed in Royal Poinciana Palm Grove, at Palm Beach, Florida, just before they sailed on the Cruiser "Washington" for the Panama Canal.

Left to right: William W. Doyle, Secretary Knox, Mrs. P. C. Knox, Mrs. Hugh Knox, Mr. Hugh Knox, William Leslie Combs.

PROFESSOR ELIZABETH K. KENDALL, of Wellesley College, Massachusetts, has lately returned to that institution after journeying two thousand miles across China and penetrating to parts of the land rarely visited by an American woman. She had no traveling companion except a little Irish terrier, and no attendants except coolies and Mongolians. Professor Kendall undertook this remarkable trip because she wanted to see the real China before it changed.

She saw China in the condition in which it has been for centuries. It required about four months to make the trip. She went through French Tonkin, taking the railway from Haiphong to Yunnan-fu. From this point the journey was made by pony and sedan chairs to Chentung, where there has since been a great deal of fighting. During her wanderings Professor Kendall met people who had never before beheld an American woman, and to these she was an object of great curiosity.

NO EDITOR of high rank in the metropolis is more esteemed by his peers or more affectionately regarded by the rank and file of the

In answering advertisements please mention "Leslie's Weekly."

## Very Few Men Know How to Invest

Millions of dollars are lost every year because investors do not consult reliable Bankers before buying securities.

When a man is in need of medical advice he promptly consults his doctor for he knows by experience that his doctor has made a study of medicine and is well able to advise him.

When in need of legal advice he consults his lawyer.

**Everyone has his Doctor  
Everyone has his Lawyer  
Everyone should have his Banker**

Making safe investments for our clients is our business. We have made a study of this and invite investors, large and small, to consult with us.

Send for our Booklet  
"Judging Securities."

**Eastman, Dillon & Co.  
Bankers**

Members N. Y. Stock Exchange  
71 Broadway New York

1898-1912  
**John Muir & Co.**  
Specialists In  
**Odd Lots**

Under our Partial Payment Plan you do not spend your money. You employ it—and employ it while you are saving it.

Send for Circular 110—"Odd Lot Investment"  
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## Investors

Wanting to buy Listed Stocks or Bonds for investment and are not prepared to pay in full for them can arrange with us to have them carried on a reasonable margin.

We recommend the purchase of a Preferred Stock that will give an income of 8% at present price.

Write for Circular A.

**WALSTON H. BROWN & BROS.**  
Members New York Stock Exchange  
45 Wall Street New York

## What Counts Most?

The comfort of knowing that your funds are safely and wisely invested;

Or the anxiety of hazarding the savings of years in the futile search of a short cut to fortune? Let us send you our booklet;

### Investment Insurance

It tells of a sensible time-tried method of investment, combining perfect safety, easy convertibility into cash and a liberal income yield.

**GEORGE H. BURR & CO.**  
Bankers, 41 Wall St., New York  
Chicago-Boston-Phila.-St. Louis-San Francisco

## \$8.00 per Month a Bond Owner

For less than \$8.00 a month you can become a Bond Owner. By our "Small Payment Plan" you can purchase a HUNDRED DOLLAR BOND of safe and reliable corporations. You pay 2% of the purchase price down and the remainder in eleven monthly payments of less than \$8.00 each.

We also sell \$500 and \$1,000 Bonds by this same method.

Write for pamphlet "L-5."

**Beyer & Company**  
"The Hundred Dollar Bond House"  
52 William St. New York



CYRUS HARRIS & SWING  
CHARLES NAGELE.

JUDGE E. H. GARY,  
Secretary of  
Commerce and  
Labor at Wash-  
ington.

CYRUS HARRIS & SWING  
GEORGE B.  
CORTELYOU,

Former Secretary  
of the Treasury,  
President of the  
Consolidated Gas  
Company.

JAMES  
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extensive Penn-  
sylvania Railway  
System.



S. C.  
DUNHAM,  
President of the  
Travelers' Insur-  
ance Company.



JOHN HAYS  
HAMMOND,  
The widely  
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R. CHICKERING  
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New York, and  
noted publicist.



JAMES  
SPEYER,  
One of the leading  
bankers of the  
metropolis.



A. BARTON  
HEPBURN,  
Ex-Comptroller  
of Currency New  
York banker.

PLANNING SAFEGUARDS FOR INDUSTRIAL WORKERS.  
Members of the American Honorary Committee of the International Congress for the Prevention of Accidents and for Industrial Hygiene, to be held in Milan, Italy, next May.

## Jasper's Hints to Money-makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full subscription rates, namely, five dollars per annum, or \$2.50 for six months, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of Leslie-Judge Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Avenue, New York.

"Did you ever stop to think that there is a masonry in Wall Street?" This was the question asked of me recently by one of the most successful operators on the Stock Exchange, a man of long experience and great wealth. He was reading "Jasper's Hints to Money-makers" when he made the observation, and he added, "Go into any barber shop in a little town, a reading-room in a hotel in any city, a smoking-car on any railroad, and almost the first topic you will hear discussed will be stocks. If you want to get a rise in any assemblage, just begin to talk about the stock market and see how eagerly every one will listen to you and how quickly every one will join in the conversation."

The instinct to speculate prevails everywhere. It is almost as common as the instinct of self-preservation. In fact, these two are concurrent and cooperative, for in seeking to preserve what we have and to add to it, we naturally reach out after every opportunity or chance that will aid us in the effort. So it happens that a struggling seamstress or an industrious workingman at the bench will begin not only to save, but to think of investing the savings. Along comes a smooth talker, with a glowing offer of an opportunity to get rich quickly by buying shares in a mining, oil, plantation or some other scheme. He gets a ready hearing.

Any one will get a hearing who confides to you that he has the secret of success. That is a secret we all want to learn. We will listen, of course, incredulously at the start. But we listen, all the same. Smart talkers know how to overcome our credulity. They offer proofs of all that they say and back them up by guarantees. In the end we learn that the proofs are baseless and the guarantees worthless. Meantime the stock has been bought by us and the mischief done.

It is more than strange that persons thus misled and who pay dearly for their experience do not profit by the lesson. Perhaps I ought to say that they have not learned the lesson. I have a great many curious inquiries from the hundreds of thousands who read my depart-

ment weekly. Many of them, reciting losses hard to be borne, are very pathetic. Others, in eagerness to get something for nothing and to learn some royal road to wealth, are a revelation of a common human weakness. But the most surprising letters are those that come from persons who tell of losses they have sustained by buying worthless stocks, and then, in all sincerity, proceed to ask advice about buying other stocks, equally worthless and often peddled by the same agents who deceived their customers in the first transaction.

Is it surprising that the Post-office Department disclosed that nearly a hundred million dollars were taken from the people of this country by the promoters of worthless schemes last year? Is it surprising that a so-called "sucker list," embracing tens of thousands of names of credulous people all over the country (those who can be readily victimized or buncoed by smooth talkers), has a market price and is bought and sold like any other commodity?

I cannot repeat too often that those who make money in stocks are those who trade in securities of established standing. No successful operator in Wall Street ever puts his money into the cheap mining, magazine, plantation, oil and other stocks that are peddled about the country by agents on a handsome commission. Let the people understand that if they want to speculate they can do so more safely by buying Wall Street securities than in any other way.

I remember the time when Union Pacific sold at \$10 a share. Those who held it patiently, year after year, realized nearly \$200 a share. While Union Pacific was selling at \$10 a share, a lot of people were buying mining stocks at the same price that were never worth a cent. If they had bought a stock listed on the New York Stock Exchange, they would have had something worth keeping.

The question is asked, "Are there other chances like this?" If I could answer that question, I would answer it for myself as well as for my friends. For, while I have my share of this world's goods, none of us ever has enough. The speculator in Wall Street must run his chances. If there are any "sure things," no one would be told about it by those who knew it.

The one rule of success is to buy the shares of companies that are well established, well managed, with good prospects, and to buy when prices are low and to hold patiently and firmly until the stock market has one of its recurrent booms. Then, when everything goes to extravagantly high prices, sell at a good

(Continued on page 307.)

In answering advertisements please mention "Leslie's Weekly."

## Guaranteed First Mortgage Certificates

OUR Guaranteed First Mortgage Certificates are offered to investors in amounts of \$5,000, \$1,000, \$500 and \$200, to yield 4 1/2 per cent.

These certificates are assignments of shares in groups of first mortgages on improved real estate in New York City. They are tax exempt in New York State. The payment of both principal and interest is absolutely guaranteed by the Bond and Mortgage Guaranteed Company, capital and surplus \$8,500,000.

The real estate security behind the mortgages held for the benefit of the certificate owners, is passed upon in succession by the appraisers and the Mortgage Committee of the Title Guarantee and Trust Company and the appraisers and the Mortgage Committee of the Bond and Mortgage Guaranteed Company and not until it has been approved by these experts is a mortgage used as security for certificates.

These certificates combine the safety of a mortgage with the convenience of a bond. They make it possible to invest any amount at any time and have interest earnings commence at once. They are transferable by assignment as are other registered securities. The Company's check for interest is sent to the registered holders of certificates each six months on the first days of February and August.

## TITLE GUARANTEE AND TRUST CO.

Capital \$4,375,000  
Surplus (all earned) 10,625,000  
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secures for you an assured income, with possibilities of profit through higher market prices.

Such an investment combines safety with possible profit and sure dividend returns. To buy the same securities on margin is to enter the field of speculation, where the possibilities of profit are often more than offset by the danger of the loss which one sudden market slump may entail.

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27,984 investors kept themselves informed in the last three years regarding securities of all kinds through this unbiased and absolutely independent bureau conducted by THE FINANCIAL WORLD for the exclusive benefit of its subscribers. It is a safeguard against all financial frauds, an invaluable aid in the selection of sound securities.

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If you will mention LESLIE'S WEEKLY and enclose postage to cover our reply we will express our opinion on ONE and ONLY ONE INVESTMENT YOU ARE INTERESTED IN and also send you a copy of our paper. You can then judge whether it is to your advantage to become an annual subscriber and receive the same benefits that 66,979 investors have received in the last eight years. Positively no inquiries answered unless stamp is enclosed. Address

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Financial advertisements always bring satisfactory results. If you have investment offerings send us your advertisement. Pages close every Wednesday.

Leslie's Financial Advertising Manager will be glad to confer with you regarding your Financial Advertising.

**LESLIE-JUDGE CO.,**  
225 Fifth Ave., New York

MARCH FOURTEENTH, 1912

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## Jasper's Hints to Money-makers

(Continued from page 306.)

Wait and wait for another reaction before buying again. The question is whether this time has arrived. No one can tell; but a quarter of a century's experience in Wall Street, in which I have witnessed panics and booms as they have followed each other, justifies me in saying that, after the market has been depressed for a considerable period, the chances of a rise are obviously much greater than of a further decline.

M., Alton, Ill.: Do not sell either U. P. or M. & St. Louis except at a profit.

M. C., Bellevue, O.: Leave the Mexico and Florida propositions alone. The statements are absurd.

M., Cincinnati, O.: The stock of the Auto-pipe company is not recommended as an investment.

R. J. T., Buffalo: Buffalo Gas stands around 62 in the speculative class, but good of their character.

L. & L., Denver, Colo.: The Northern Colorado Power Co. has a fine plant, is in the hands of strong parties, and the stock ought to have merit.

C., Phila., Pa.: I do not pass on the financial standing of firms or corporations. The best way to do is to write to the concern for a copy of its annual statement and read it carefully.

Periodical Payment, San Francisco: The periodical payment plan enables you to pay for your securities in installments. You get the dividends or you can apply them to the purchase price.

C., Cleveland, O.: Sparta Mining and Developing Co., of Oregon, is reported in the Copper Handbook as "dead." This is the usual fate of the loc. mining exploitation and of things that are given away.

H., Utica, N. Y.: 1. Pfd. shares are preferred as to dividends and assets. Hence their greater security. 2. The Preferred is entitled to its full dividends, if earned. 3. U. P. Pfd. or Great Northern.

F., Baltimore, Md.: It seems incredible that the railroad situation should not improve and public sentiment be more favorable. If it does, low-priced railroad stocks and bonds will all do better.

Colorado Springs, Colo.: U. S. Rubber selling around 45 and paying 4 per cent. is far more attractive than Inter. Con. Rubber, and many are buying it for speculation. Do not sacrifice your Inter. Con. stock.

P., Detroit, Mich.: A woman with only \$100 to invest ought to put it in a savings bank or some good gilt-edged bond that would give her no cause for worry. Leave speculation to those who want to run the risks.

M., Winchester, Ky.: I have no method of ascertaining the value of the suburban lots. They have no connection with Wall Street. Innumerable companies are selling lots, some of them at very extravagant figures. I advise you to be very careful.

G. W. M., Ft. Atkinson, Wis.: The Creamery Package Mfg. Co. is doing a large and expanding business, according to its financial reports. I do not regard the stock as a gilt-edged investment. It has attractive possibilities as a business speculation.

Texas Oil, Clinton, Iowa.: I am not familiar with the methods of developing oil lands. If your property in Texas has value, that would have to be disclosed by drilling wells. The discovery of oil enhances the value of the property and of that which adjoins.

F., Jacksonville, Fla.: The company is engaged in buying and improving real estate about New York City. It has been successful thus far and reports a surplus of nearly \$2,000,000. Of course there is always an element of speculation in real estate, even in large cities.

L., Donora, Pa.: 1. It is not a good time to sacrifice Republic Steel. The trade revival cannot be postponed much longer. The people are getting tired of unrest. 2. The disastrous experience so many have had with magazine stocks ought to be a warning. Leave them alone.

B., Providence, R. I.: It is always well to take a profit when you can get it, provided you know how to invest your money to greater advantage. The Brunswick Balke reports earnings far in excess of its dividend requirements. The stock is well regarded as a business man's speculation.

Hurry, Nashville: The New York Real Estate Security Co.'s 6% mortgage bonds in denominations of \$100, \$500, and \$1,000, are fully described in a circular the company will send you. Address the company at 42 Broadway, New York.

J. R. W., Charles City, Iowa: A good dividend-payer like Chicago & Northwestern is of course preferable to a purely speculative stock like Great Western, but if the people would get over their hysteria and give the railroads a chance, Great Western, within the five-year period you name, would unquestionably give a greater profit.

C., Chappaqua, N. Y.: Better buy good dividend-paying railroad or industrial stocks outright. Note brokers' announcements and their offers to send lists to my readers. These lists embrace speculative and investment securities with official figures regarding earnings, dividends and price. Note my weekly suggestions.

B., Albany, N. Y.: Your unfortunate experience impresses once more the necessity of dealing with well-established houses of the

first class. I never heard of the company that sold you the bond. It was unwise to accept the statement that it was guaranteed by a trust company. Present the matter to your district attorney.

H., Boston, Mass.: Write to Alexander & Co., members stock exchange, 47 Exchange Place, New York, for their 240-page "Railroad and Industrial Monthly Pocket Manual." This will come nearest to giving you the data you desire. Any of my readers can have a copy without charge. This firm makes a specialty of buying small lots for cash or on margin.

W., New Orleans, La.: 1. Clover Leaf 4's have suffered like other semi-speculative bonds. The managers of the road have constantly insisted that they were safe. Dividends on the Pfd. stock should not have been paid. The management is inclined to be speculative. Stand pat, for the present. 2. The bonds of the People's Gas, Laclede and K. C. S. R. R. are well regarded, but are speculative.

H., Johnstown, N. Y.: I have frequently advised my readers to make their investments in the same kind of stocks that successful investors buy—that is, stocks which have a ready market. It is just as easy to buy these as any others. The brokers whose advertisements appear in LESLIE'S, and especially those who deal in small lots, are only too glad to answer inquiries of my readers in reference to investment or speculative stocks.

S., Westerly, R. I.: U. S. L. & H. made a profit last year over the preferred dividends of \$152,000, or about 1 per cent. on the Common. At 10 it looks cheaper than most of the industrial common stocks. It takes time to list a stock. Whether there will be an advance in six months depends on general conditions of the stock market. Slattery & Co., 40 Exchange Place, New York, make a specialty of U. S. L. & H. in large or small lots.

Satisfied, Portland, Me.: 1. Your bonds are of the best character; you have reason to be satisfied. 2. Gilt-edged bonds that will net from 4 to 5 per cent., and which the Government accepts as security for postal savings deposits, can be had in denominations of \$100 and upward. These bonds are first class. Write to the New First National Bank, Dept. 5, Columbus, Ohio, which deals largely in these bonds, for a copy of its free descriptive booklet describing them.

Pop. H., New York: The Title Guarantee & Trust Co.'s installment mortgage certificates which can be bought on payments of \$10 a month, and which net 4½ per cent. to the investor, are as safe as a savings bank. Thousands of small investors have bought these, and no one has ever suffered a loss. The plan is fully described in a booklet called "A Safe Way to Save." You can get a copy by writing to the Title Guarantee & Trust Co., 176 Broadway, New York, for it and mentioning Jasper.

Advice, St. Paul, Minn.: 1. Brokers are always willing to advise with customers, but the tipsters you quote are not members of any of our exchanges, and their advertisements would not be accepted by conservative publications like LESLIE'S. 2. The booklet on investment insurance to which you refer is published by George H. Burr & Co., bankers, 41 Wall Street, New York. It gives advice in reference to the investment of surplus savings. Any of my readers can have a free copy by writing Burr & Co.

Earnest, Trenton, N. J.: Don't wait until you have accumulated a considerable amount, but begin at once with whatever you may have on hand. Some bond houses sell \$100 bonds on payment of \$20 down and \$8 or \$10 a month until the bond has been paid for. This is called "the small-payment plan." The method is fully explained in a booklet issued by Beyer & Co., \$100 bond house, 52 William Street, New York. My readers can have a copy by writing to them for it and mentioning Jasper.

Starting In, New Orleans: 1. One can start in to speculate in Wall St. securities with \$100 and upward. 2. The best stocks for a beginner are dividend payers. 3. You get interest from the broker till he invests your funds. Dividends on your stocks belong to you. You pay interest on money the broker advances. 4. The plan of buying investment stocks is explained in a booklet issued by Leavitt & Grant, members Consolidated Stock Exchange, 55 Broadway, N. Y. Write them for it.

Question, Lowell, Mass.: 1. You are not getting from the savings bank all that your money could earn. Satisfactory securities will give you from 4½ to 5½ per cent. You can buy one share or more outright or buy 10 shares or upward on part payments. 2. You will find a good deal of information of interest to the investor and speculator in the Pocket Manual of Wall Street, prepared by Alexander & Co., members New York Stock Exchange, 47 Exchange Place, N. Y., for their customers. Any of my readers can have a copy without charge if they will write to Alexander & Co. for it. A weekly market letter of advices will also be sent upon request.

Higher Income, Hartford, Conn.: The 4 per cent. your savings bank pays is not the best income you can get. Many careful investors with small savings have discovered that they can put their savings in bonds paying a profitable rate of interest, and of the same quality as heavy investors buy. Heretofore it has been difficult to get good bonds in denominations as small as \$100. In other countries, especially in France, small savers are heavy purchasers of little bonds. A number of prominent bankers

(Continued on page 309.)

In answering advertisements please mention "Leslie's Weekly"



## 4% to 5% Safe and Sure

is certainly better than a possible 7 percent or 8 percent which you may and also may not get. You can absolutely depend on getting your money regularly when you invest in the only kind of securities we offer—the highest grade of

### Municipal Bonds

(Many of them Tax Free.)

These bonds, payable from taxes, backed by the entire wealth of rich counties, cities and school districts, contain every element of a desirable investment—SAFETY, CONVERTIBILITY and ATTRACTIVE INCOME. They are the same kind of Bonds which

The U. S. Government Accepts as Security for Postal Savings Deposits

But instead of the 2% which the Postal Banks pay, these Bonds will yield, as stated above, from 4% to 5%—and you get it regularly.

Write for Free Booklet The New First National Bank, Dept. 8, Columbus, Ohio

## A CLASS BY ITSELF

No similar Real Estate Company ever owned so large properties with so small a ratio of indebtedness as the NEW YORK REALTY OWNERS, which is shown by its Annual Statement to be less than 30 per cent. of its Assets.

This Company has a larger ratio of security for its 6% BONDS than any other Company, and its shares also have produced for their owners the largest profits. It has done business for sixteen years under the same management.

No other like Company equals this record. A comparison of its Statement with that of any other similar company shows that the NEW YORK REALTY OWNERS is in a class of its own.

It offers 6 per cent. Bonds in \$100 amounts and Convertible Bonds with full business profits. Send for booklet 18.

## NEW YORK REALTY OWNERS

489 FIFTH AVENUE, NEW YORK CITY

are discovering that there is a wide market among small investors and are offering bonds in denominations of \$100 yielding from 5 to 6 per cent. F. J. Lisman & Co., members New York Stock Exchange, 30 Broad St., New York, have been dealing in bonds for over twenty years and are now offering bonds of small denomination. They invite my readers to write to them for their "Circular A."

Careful, Rutland, Vt.: I wish that every reader would be inclined to exercise as much care as you have shown in the selection of your local securities. Knowing the people who control them you can readily judge of their merits. It is quite as easy to judge of the merits of Wall Street securities if one will only take the time. I am constantly advising my readers not to listen to the glowing stories of agents who are peddling stocks around the country, but to buy first-class Wall Street securities, the same as successful investors do. A very instructive free booklet entitled "Judging Securities" has been published by Eastman, Dillon & Co., bankers and members New York Stock Exchange, 71 Broadway, New York, for their customers. Any of my readers can have a copy by writing to them for it and mentioning Jasper.

Old Lady, Buffalo, N. Y.: You are very wise in deciding to put your investment into nothing but high-grade securities. The best yield only about 4 per cent., while fairly good bonds can be bought on a more advantageous basis. For absolute safety, I know of nothing better than the guaranteed first mortgaged 4½ per cent. gold certificates of the Title Guarantee & Trust Co., 176 Broadway, N. Y. These are exempt from taxes in New York State, and are therefore especially attractive to New York investors. John Jacob Astor and other eminent millionaires are among the directors of this company, whose standing is of the highest. The certificates represent first mortgages on improved New York real estate. They are issued in denominations of \$200, \$500, \$1,000 and \$5,000. They are much more convenient than a bond, and equally as safe. Interest is paid by check semi-annually. A great many savings institutions hold these certificates. They rank very high. Any of my readers can get full information by writing for it to the Title Guarantee & Trust Co.

High Flyer, Seattle, Wash.: 1. Speculation is always safer in dividend-payers, because the dividends help to pay the interest charges, and yield a profit besides. Among the low-priced dividend-payers, which, of course, would sell higher if dividends were permanently secured, are such stocks as Beet Sugar Common, selling a little above 50, and paying 5 per cent. a year or 10 per cent. on the investment; U. S. Rubber Common, around 45, paying 4 per cent., and Kansas City So., around 65, paying 4 per cent. These are not investment stocks. Speculators like them because they bring in much better returns than a lot of non-dividend-payers. 2. You can buy five shares of each, or any number. By holding different stocks, you will get a more interesting experience in trading in the stock market. 3. You can buy either on a margin or outright. 4. Interesting circulars on odd-lot trading can be had by writing for them to Alexander & Co., 47 Exchange Place, New York; John Muir & Co., 71 Broadway, New York; and J. F. Pierson, Jr. & Co., 74 Broadway, New York—all Stock Exchange houses.

DO YOU PAY RENT?

It's Just as Easy to OWN YOUR HOME

By our plan you can pay for your home with the same money you are now paying for rent—and after a few years' time own it clear from all debt.

Our plan has been in successful operation for years. Men and women all over the country who had always been obliged to pay rent, now own attractive homes through our assistance. It is a practical business proposition, backed and endorsed by substantial business men. It is

Easy, Economical and Safe

not speculative. You take no risk—your money is fully protected.

It will simply cost you a postage stamp to learn all about the plan.

Write for our Book of Information; entirely free.

**SECURITY BUILDING CO.**

1005 Insurance Bldg. Rochester, N. Y.

## Not Guess Work

An investment in the 6% Mortgage Bonds of the New York Real Estate Security Company is not guess work. Principal and interest are secured by the highest type of income-producing properties in the Borough of Manhattan, New York City, covered by a mortgage to a prominent trust company of New York City, acting as trustee for the bondholders.

If you have savings or surplus capital to invest or wish to increase the return on investments you now have, there is no better medium than these 6% Mortgage Bonds. They are in denominations of \$100, \$500, \$1000, available to the small or large investor. They are tax exempt in New York State.

Write for Circular

## NEW YORK REAL ESTATE SECURITY CO.

42 BROADWAY, NEW YORK CITY

CAPITAL STOCK, \$3,950,000

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Offers advertisers exceptional opportunities. Over 350,000 copies an issue for \$1.50 per line. We have interesting statistics if you are interested.



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The attractive, sparkling whiteness that pleases at first sight—the great, clear crystals, which dissolve like nectar—are simply the outward proof of innate purity.

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## MEISTER Piano \$175



30 Days'  
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We Pay  
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If the piano proves to be all we claim for it and you decide to buy it, these are the terms of sale:

\$1 a Week, or \$5 a Month

No cash payment down. No interest on payments. No extras of any kind. Piano stool and scarf free.

Sold direct from the maker to you at a guaranteed saving of \$100. No dealer's profit for you to pay.

Send now for our beautiful FREE CATALOG which shows eight styles of Meister Pianos. Our resources exceed \$40,000. We sell more pianos direct to the home than any other concern in the world.

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Short hours, enjoyable trips, big demand for trained men everywhere

\$25.00 to \$50.00 A WEEK

The fastest growing business in the world. Over 100,000 new cars made this year. Hundreds of men who have never been mechanics, chauffeurs, repairmen and salesmen, by taking our home-study course in spare time. We assist you to secure a good position, and send free auto model to each student. Our school a positive success for over three years.

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Speaking. Increases Income. Address  
DICKSON MEMORY SCHOOL, 500 Auditorium Bldg., CHICAGO

### The Seattle Spirit and What It Has Done.

(Continued from page 295.)

cities of the coast have made extensive trips through China and Japan. In the great cities of those countries these commissions have spread the doctrine of increased friendship and trade relations between the merchants of the Occident and the Orient. Seattle is where the first gold steamer arrived from Alaska and has been the trade center of our northern neighbor ever since. Fifty-seven steamship lines radiate to every port in the world. It is the center of the great timber, coal, fishing, mining and agricultural business of the Pacific Northwest.

Seattle is the Pacific coast terminus of seven great transcontinental railroads—the Chicago, Milwaukee and St. Paul, the Northern Pacific, the Great Northern, the Union Pacific, the Canadian Pacific, the Burlington and the Grand Trunk Pacific. The magnificent Union Station of the Northern Pacific and Great Northern railroads and the new million-dollar depot of the Harriman lines offer every latter-day accommodation to passenger traffic. Seattle's population has experienced an average annual growth of thirty-nine per cent. for fifty years and it has now nearly reached the 300,000 mark. It is among the best lighted cities in the world and one of the cleanest. Its business district is metropolitan in appearance and a forty-two-story office building is now under construction. The hustle and bustle in the Seattle downtown section invariably remind the visitor of New York or Chicago.

But Seattle is not noted merely for its material things. Its park system, winding along the shores of a twenty-mile lake which forms the city's eastern boundary, is unique and wonderfully beautiful. The pleasure roadways traverse the shore lines of two other lakes within the city limits and finally reach Puget Sound. From numerous points en route can be had superb views of the snow-capped Cascades and Olympics on all sides, with Mount Rainier, the highest and grandest peak in the United States, dominating the picture.

And, finally, Seattle has an inexhaustible supply of pure mountain water, which probably accounts for it being able to boast of the lowest death rate of any city of its size in the United States. Its sanitation is perfect and its health department so vigilant that in a national contest last month Seattle took both first and second prizes for the purity of its milk supply. Of its climate, Dr. Woods Hutchinson writes, "It is the charmed land of the American continent, the most restful and soothing climate in the world." Seattle personifies the very best spirit of the Pacific Northwest. It is always up and coming.

### A New Rogues' Gallery.

"FLY-BY-NIGHT" creditors will either have to learn honest methods or go to jail when the proposed investigations of the New York Credit Men's Association get underway. The proposals of its bureau of investigation and prosecution were adopted at the midwinter meeting of the association by the five hundred present, representing twelve hundred of the largest business houses in the city. "The fund of valuable information that we will obtain as a result of our investigations," said G. W. Whiteside, counsel for the association, "will put us in the possession of a commercial rogues' gallery that will rival that at police headquarters, and there will be nobody to order us to take the pictures out, either." When facts are unearthed justifying criminal prosecutions, the association will see that the prosecution is carried through. The credit men recognize that the district attorney's office cannot investigate all the complaints and obtain the facts, but, having got the facts for him, the district attorney will have to prosecute. The general fund of information gathered by the new bureau will likewise enable it to go to the Legislature and, on the basis of ascertained facts, to ask for remedial legislation. This new move on the part of the credit men will be welcome to all but the "dead beats," who see the end of their game. It will mean money in pocket for every man who pays his bills, for he has always had to pay a little more because of the man who didn't

pay.

In South America.

First seviorita—"She belongs to the most exclusive societies."

Second seviorita—"Yes; she is a D. S. A. P.—Daughter of South American Peace. She can trace her descent from ancestors who lived in the two years when we didn't have any war."

### Life-insurance Suggestions.

[NOTICE.—This department is intended for the information of readers of LESLIE'S WEEKLY. No charge is made for answers to inquiries regarding life-insurance matters, and communications are treated confidentially. A stamp should always be inclosed, as a personal reply is sometimes deemed advisable. Address Insurance Editor, LESLIE'S WEEKLY, Brunswick Building, 225 Fifth Avenue, Madison Square, New York.]

THE NOTION that there is danger of race suicide in the decreasing number of births is controverted by the Equitable Life Assurance Society, which advances the theory that, if civilization has reduced the average size of the family, it has maintained the balance by providing an increase in life-saving knowledge, by which life waste may be reduced. In a nutshell, it is declared by this great and successful company that, if there is danger of race suicide, it lies not so much in the decreasing birth rate as it does in a needlessly high death rate.

Four out of every ten deaths in the United States are due to preventable diseases and accidents. The saving of these lives would reduce the death rate from fifteen to nine per thousand population, and thereby increase the surplus of births by just the number saved. The offspring of the lives thus saved would increase it still more. These arguments come from the Equitable's "conservation of human life" bureau, which is disseminating knowledge which should eventually result in large saving of life, and thus, by reducing the per cent. of deaths, also reduce the cost of insurance as well as the sums paid out in death claims. The effort is mainly directed to saving the lives of babies, among whom mortality is always highest, and the Equitable quotes Nathan Straus, an acknowledged authority, who says that more than 113,000 infants under the age of one year are destroyed yearly in this country by preventable causes, chiefly improper and infected food.

D., Birmingham, Ala.: The Security Mutual Life of Birmingham, is not one of the oldest companies but is doing a successful business.

L., Donora, Pa.: Leave it alone. A warning has been generally sounded against the preposterous statements of the enormous profits of insurance companies made by those who are seeking to sell the shares of new concerns.

S., Morgantown, W. Va.: The Western Life Association Co., of Indianapolis, is an assessment association. I do not see how you can escape liability for an increase in your assessments. The cheapest is not always the best. Something cheap at the beginning may prove expensive in the end.

B., Memphis, Tenn.: It is enough to say that the association is a fraternal order. Its certificate distinctly provides on its face that the members must pay all dues as required by the present regulation or by any that may be hereafter enacted. I do not believe in this plan, for reasons frequently given.

K., Hood River, Ore.: A twenty-year endowment at your age would cost you about \$50 per \$1,000, and a thirty-year contract about \$32. The latter would probably suit you. I like the policy the Travelers of Hartford, Conn., offers. The reputation of this company for prompt payments and square dealing recommends it. Write to the Travelers for a sample policy and compare it with others.

L., Concordia, Kansas: The Kansas City Life was established as recently as 1909 and the Bankers Life of Lincoln in 1887. Neither is among the largest. 2. The low rate of the Postal Life of New York, to which you refer, and the large dividends, are based on the fact that it does not pay expensive commissions, but operates through the mail. If you will state your age and write to the Postal Life, New York City, you can easily get a sample policy and inspect it at your leisure.

H., Spokane, Wash.: 1. The company you are in has only been organized five or six years. Naturally its expenses are considerably higher than those of the old well-established concerns. It would have been better to have taken out the latter. 2. The combined policy one should take depends upon his circumstances. If you wish to insure for the benefit of your wife or family, take a low-cost straight life policy. If you wish to provide for your own future, as well as for your family in case of death, take a 15- or 20-year endowment policy. Then if you survive the endowment period, the money will be yours. A low-cost income policy to provide a regular income for a wife or child has also met with great success. State your age and write to the Travelers, Hartford, Conn., and indicate the kind of policy you would like, and you will be fully informed regarding it.

Z., Cleveland, O.: Take a policy in the strongest company you can find. Bear in mind that competition is very strenuous, that new companies must fight hard for business and that this costs money. The kind of policy one should take depends upon his circumstances. If you wish to insure for the benefit of your wife or family, take a low-cost straight life policy. If you wish to provide for your own future, as well as for your family in case of death, take a 15- or 20-year endowment policy. Then if you survive the endowment period, the money will be yours. A low-cost income policy to provide a regular income for a wife or child has also met with great success. State your age and write to the Travelers, Hartford, Conn., and indicate the kind of policy you would like, and you will be fully informed regarding it.

H., Spokane, Wash.: The Silenced Pretender.

Bilts—"Did you know that the oldest of Price's seven daughters had eloped?"

Sifert—"No. How was the old man affected?"

Bilts—"Oh, he took on dreadfully at first; then he found out that every one knew he had bought the girl's railroad ticket."

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### Latest Plays and Popular Players

(Continued from page 293.)

politicians. His truth-telling editorials advance the circulation of his paper, to the confusion of his rivals. But one must not think that the politicians do not have their innings. In the third act the proprietor of the *Truth* has barely enough money to get out another issue. However, help comes in the nick of time. The scheming Tammany boss is outwitted. The proprietor of the *Truth* marries his star reporteress and all closes happily, as it should in an early spring entertainment.

"The Truth Wagon" as a play has many faults, but throughout it is clean and wholesome. With a little fixing up it will easily hold its own on Broadway. Max Figman, who plays the principal role, is responsible for much of the play's success. Georgie Mack makes a hit as the office boy. Muriel Star plays the part of the girl reporter. Antoinette Walker is the ingenue. Edward Ardin is capital as an editor, and Frank Sheridan is convincing as the Tammany boss.

### "THE GREYHOUND," AT THE ASTOR.

The Armstrong-Mizner melodrama at the Astor Theater is the kind of entertainment that keeps audiences fully awake. There are no lagging moments. Even the drop curtain, with its half hundred or so painted players doing duty as passengers on an ocean liner, is made to play its part. Not since "Jimmy Valentine" and "The Deep Purple" have we had such a lively and interesting number of "lady" and "gentlemen" crooks concocting schemes and proceeding to carry them out all unconscious of spectators on the other side of the footlights. In "The Greyhound" the confidence man and his friends, including an adventuress known as *Deep Sea Kitty*, a gambler and two others of the quick-witted, light-fingered variety, are playing their game with the passengers on a fashionable liner. The steamer no sooner steams out than the excitement begins. Before the trip is half completed, the adventuress is seeking breach-of-promise balm from the family of a callow youth whom the adventuress met on board, the chief confidence man has a check for \$50,000 in his pocket, the gambler has won all the ready cash on the ship, and life is as merry as a marriage bell, until the dreaded stage detective, with superhuman ability, gets into action. He plays a game of poker and cheats the gambler out of his entire savings; he holds up the confidence man and secures the check; he exposes *Deep Sea Kitty*, who is posing as a duchess, and, last but not least, he not only lends his assistance toward the happy culmination of a love match hampered by parental objection, but himself wins the girl he loves and has all but lost. "The Greyhound" is as good as a spring tonic. There are no objectionable bunny bugs or grizzly bears or turkey trotters. The cast is admirably chosen. Eliza Proctor Otis makes the part of the adventuress most amusing. Henry Kolker is the chief gentleman crook, Jay Wilson the gambler, Robert McWade, Jr., the de-

tective, and Elmer Grandin is a cartoon American on his first trip abroad.

Cleanliness is next to godliness. This applies to one's morals as well as to his personal appearance. The outburst of the clergy and of thoughtful men against the growing indecency of the stage accentuates the value of the list of plays that I have tried to give from week to week as those which a man might visit with his family without being needlessly offended. The appreciation of my selection by many of the readers of this department has been most agreeable. A letter just received from a prominent business man of Quincy, Ill., says, "The list you print of plays to which it is safe to take the members of a man's family is very valuable. I believe a thousand others are in the same boat as myself. This has been one of the bugbears of my life. My children are constantly clamoring to go to shows and I seem to have found no reliable system of getting information in regard to them. Please keep this up in an extended way." I print this letter because it justifies my conclusion that the best people in this country do not approve of the slushy, realistic, immoral plays that have been inundating the stage of late. Managers who think that this sort of thing pays better will take due notice and govern themselves accordingly.

### PLAYS TO WHICH ONE CAN TAKE HIS WIFE OR DAUGHTER.

EDITOR'S NOTE: During the course of the dramatic season, Miss Harriet Quimby, LESLIE'S dramatic editor, receives many letters from subscribers and others asking her to name the decent plays to which a man may take the feminine members of his family. As most of the productions go on tour after leaving New York, we believe that a list of wholesome plays will be found valuable to the public.

Bunty Pulls the Strings  
Bird of Paradise  
The Garden of Allah  
A Butterly on the Wheel  
The Talker  
Sumurun  
Diaraeli  
The Little Millionaire  
The Woman  
The Return of Peter Grimm  
First Lady in the Land  
Everywoman  
Preserving Mr. Panmure  
The Opera Ball  
Oliver Twist  
Weber & Fields  
Music Hall Entertainment  
Kismet  
Little Boy Blue  
Durbar in Kinemacolor  
The Quaker Girl  
The Truth Wagon  
Elevating a Husband  
Ethel Barrymore  
The Lady of Dreams  
Officer 666  
The Greyhound  
Collier's Theater  
Maxine Elliott's Century  
39th St.  
Harris  
Casino  
Wallack's  
Cohan  
Republic  
Belasco  
Fulton  
Herald Square  
Lyceum  
Liberty  
New Amsterdam  
Broadway  
Winter Garden  
Knickerbocker  
Lyric  
Now York  
Park  
Daly's  
Garrick  
Criterion  
Hudson  
Globe  
Astor  
New York Hippodrome

### Jasper's Hints to Money-makers.

(Continued from page 307.)

O. P., Groton, N. Y.: I see nothing attractive about a plantation company proposition in a distant section which promises you something for a good price, if the possibilities of the future are realized. Neither do I see anything attractive in the offer of stock in a small industrial enterprise on the promise of 7 per cent. dividends, even though these are being paid. If you have personal knowledge of the real value of these properties, that is another matter. Successful investors in Wall Street never trade in enterprises of the character you mention. They buy securities that have a market on our exchanges and that before listing were compelled to make a report justifying the listing. I cannot understand why my readers seem to be so willing to buy stocks offered through well-paid agents in enterprises that do not attract conservative and experienced investors. I tried my best to warn my readers against buying the stock of the Columbian-Sterling Co. before its disastrous failure, but the fact that it was paying 16 per cent. dividends was accepted as evidence of its success, though the dividends, it was disclosed, were being paid out of the money of the subscribers, and not out of the earnings.

NEW YORK, March 7, 1912. JASPER.

## LESLIE'S PRESIDENTIAL VOTING CONTEST

(See page 288)

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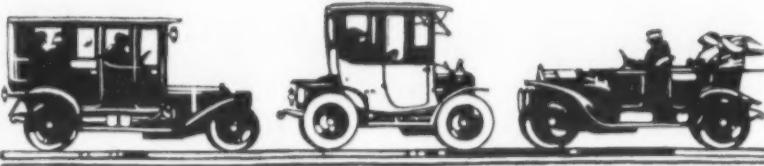
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## Motorist's Column

Automobile Bureau

By R. B. JOHNSTON

Readers desiring information about motor cars, trucks and delivery wagons, accessories, routes or State laws can obtain it by writing to the Automobile Bureau, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

MOTORING this year will be a much less strenuous and far more pleasant pastime than ever before, if car owners avail themselves of some of the many devices for doing away with "the inconveniences of automobile." Many manufacturers are fitting self-starting devices to their cars before they leave the factories, and a number of these appliances are so comparatively simple and inexpensive that they can be fitted to older vehicles at very small cost. Self-starting devices are sure to be adopted by every owner who can afford them. They make motoring a pleasure for women, as well as for men who have not acquired the knack of "spinning a motor," and save much discomfort for veteran drivers when weather conditions would make it necessary to get out in the rain or snow to crank an engine.

Automatic lighting devices, for use on acetylene lamps, are also making their appearance in great numbers. With the two devices named, demountable rims for quick and easy tire changes when punctures occur and compressed-air tanks for inflating tires, the present-day owner of a car may save hours of time and labor that motorists of a few years ago were compelled to spend when distant from a repair shop. Not the least point in favor of some of the newer labor-saving devices for motorists is the reasonable cost at which they can be obtained. One new self-starter and a self-lighting device can be bought for less than twenty dollars, and both can be fitted to a car in less than four hours.

D. A. L., Flushing: In figuring fees for a New Jersey license, it was the former custom to take the maximum horse-power advertised by the maker; but since April 27th, 1911, the A. L. A. M. horse-power formula has been used.

F. F. G., Mt. Desert Ferry: Most of the big manufacturers give to owners of their cars instruction books containing advice regarding care of the engine and how to get the best service from the car. Among the most popular labor-saving devices are self-starters, demountable rims, compressed-air tanks for inflating tires and dash adjustments for carburetors. Let me know which of these devices you are most interested in.

R. E. L. W., Pittsburgh: Under-inflation and overloading are two of the greatest enemies of tire service. Your tires will last much longer if you will keep the pressure always maintained at the figure named by the manufacturer for the size of tires you use. The practice of occasionally or constantly carrying so many people in the car that the combined weight of vehicle and passengers exceeds the normal carrying capacity of the tires is certain to materially shorten the life of the tires.

E. R., Indiana: Care of engine. Tell me the make of your car, as well as the model and the year it was made. General advice is not satisfactory.

T. E. W., Duluth: Any good thirty-horse-power car ought to be capable of making a trip from your home to Caldwell. Inform me what month you wish to make this trip and I will send you information regarding the best route.

E. W. L., Hopewell Cape: All the cars you mention are good. I would prefer one of the smaller cars for use in a hilly country, where the roads will probably be bad in winter or during rainy weather. All three of the lighter cars you name have ample power in pro-

portion to weight and would travel over places where heavier cars would sink to the hubs. Before making a final selection, I advise you to learn something about the way the agents for these makes help their customers after the cars have been delivered.

R. L., Montpelier: It is very likely that the hard riding of your roadster is due to there being comparatively little weight over the rear spring. It is possible that you can remedy the trouble somewhat by jacking up the car, so that the weight is taken from the springs, and then putting oil or graphite, preferably the latter, between the leaves of the spring. When the car has been used for some time, the leaves of springs will sometimes rust and stick together. If this is true of the springs on your car, the vehicle will ride much easier after you have lubricated the springs with graphite. If the springs have become rusted, it may be necessary to remove the pins that hold them together before you can apply the graphite. I disagree with the repairmen who told you that shock absorbers will not help matters.

G. W. G., St. Petersburg: Florida license. The license for your car issued by your State is recognized by both New York and Pennsylvania.

The Panama Canal's Value to the Gulf Ports.

(Continued from page 297.)

In the middle West, the Gulf ports are the natural gateway—a shorter haul by rail and a shorter haul by water—two great rate-reducing factors. Add to this the ultimate certainty of navigation between the Great Lakes and the Gulf—the rate question is all the more simplified. The automobile manufacturer of Detroit, for instance, may load on barges at his own docks, tow to Chicago, thence down the canal to the Mississippi River and down to shipside at New Orleans, his commodity being handled only twice—to barge at Detroit and from barge to ship at New Orleans.

That the advantage of the Gulf port is recognized was demonstrated recently in a most conspicuous way. Until then the great commercial organizations of the middle West, in making business tours to the tropics, have gone via New York or Boston. This year the Illinois Manufacturers' Association, with some three hundred of the country's greatest manufacturers, and the St. Louis Business Men's League, with nearly an equal number, at different times used New Orleans as the gateway to Panama. The American Bankers' Association and the National Editorial Association have done likewise, and many others, thus forever fixing in the minds of the manufacturer, the business man, the capitalist and the publicist the fact that the logical gateway to Panama is through the ports of the Gulf of Mexico.

That there is an enormous field for the advance of American industry awaiting the opening of the canal there can be no doubt. To-day fully fifty per cent. of the automobiles in the Latin Americas are American-made. Detroit, which manufactures at least sixty per cent. of the American automobile output, is preparing to expand its export business and its advance agents are already in the field. What is true of the automobile industry is, or can easily be made to be, true of others, and through this huge movement seeking new markets the Gulf ports will reap the reward of prosperity, until the greater boon of American shipping is bestowed by the people of the United States upon themselves.

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This offer is made to advertise our house and introduce our catalog of high-grade fishing tackle, guns, telescopes and sporting goods. For 48 cents additional, or only \$2.46, we will send this outfit, all charges prepaid by mail or express, safe delivery insured. You can pay double the money but get no better outfit. Satisfaction guaranteed or money refunded.

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## Panama Canal and the Railroads.

By Benjamin L. Winchell,  
President of the Frisco Railroad System.



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BENJAMIN L.  
WINCHELL,  
President of the Frisco  
Railroad System.

TO WHAT extent will railroad business be affected by the Panama Canal? Six figures is an underestimate of the number of times this question has been asked and will be asked until the big ditch shall have been filled with water and actual results seen. Two classes of railroads will be involved—the lines operating north and south, and those running east and west. It is obvious that the railroads running with the new trade current—that is, north and south, with ports on the Gulf—will be benefited by the traffic via the canal. These roads are in the Mississippi valley, between the Great Lakes and the Gulf, and reaching, say, Galveston, New Orleans and Mobile and intermediate ports. The officials of these railways expect them to profit by the freight and passengers that will move between the middle West and the Pacific coast, and between the Mississippi valley and the west coast of South America, by way of Panama. From New York and other Atlantic coast points the steamship lines will be the principal beneficiaries.

It is in anticipation of this that our company, in connection with the Louisville & Nashville, will open a direct, short, through route between Chicago and New Orleans and Mobile. Much heavy and bulky freight, on which fast time is not a prime consideration, will seek the water route. I also look for the trip from New York, Chicago, St. Louis and other cities, by rail and steamer through to the canal, to the north and south Pacific coast cities, to become popular with tourists; and in line with this, as well as the looked-for freight traffic, plans for new steamship lines will develop.

On the other hand, I do not look for dire results to the east and west transcontinental roads. I believe that the opening of the new waterway is in the line of world progress, and that in the end all railroads, east and west as well as north and south, will be benefited by the opening of this shorter route by water between the two coasts. It will bring the people of districts three thousand miles apart into cheaper communication, will mean an increase in population on the Pacific coast, and will be followed by increases in the general business of these railroads. What tonnage may be lost in heavy, slow, transcontinental traffic by the railroads ought to be gained in the increased local and expedited through traffic which will result from an increased population.

### Newman Travel Talks.

THOSE who are prevented by circumstances from enjoying travel over foreign lands and becoming more or less intimately acquainted with their peoples can have no better substitute than is offered through the moving picture accompanied by an intelligent talk on places and peoples pictured on the screen. A series of delightful talks on foreign countries is being given at Carnegie Hall by E. M. Newman. Mr. Newman motored through the principal countries in England and the continent, and his pictures and talk carry the listener to many out-of-the-way places off the regulation tourist route.

### An Automobile Owner's Right.

THE OWNER of an automobile may keep it in front of his residence or place of business. This is the decision of the Appellate Division of the Supreme Court in New York, in a case where a physician sued for damages the owners of a wagon backed into his automobile while it stood in front of his office. The Municipal Court dismissed the suit, but the Supreme Court ordered a new trial, holding that the rule in admiralty as to a collision between a vessel at anchor and one underway applied to the case.

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builds up the over-worked, strengthens the weak, overcomes insomnia, relieves dyspepsia—helps the anaemic, the convalescent and the nervous wreck. It prepares the way to happy, healthy motherhood and gives vigor to the aged.

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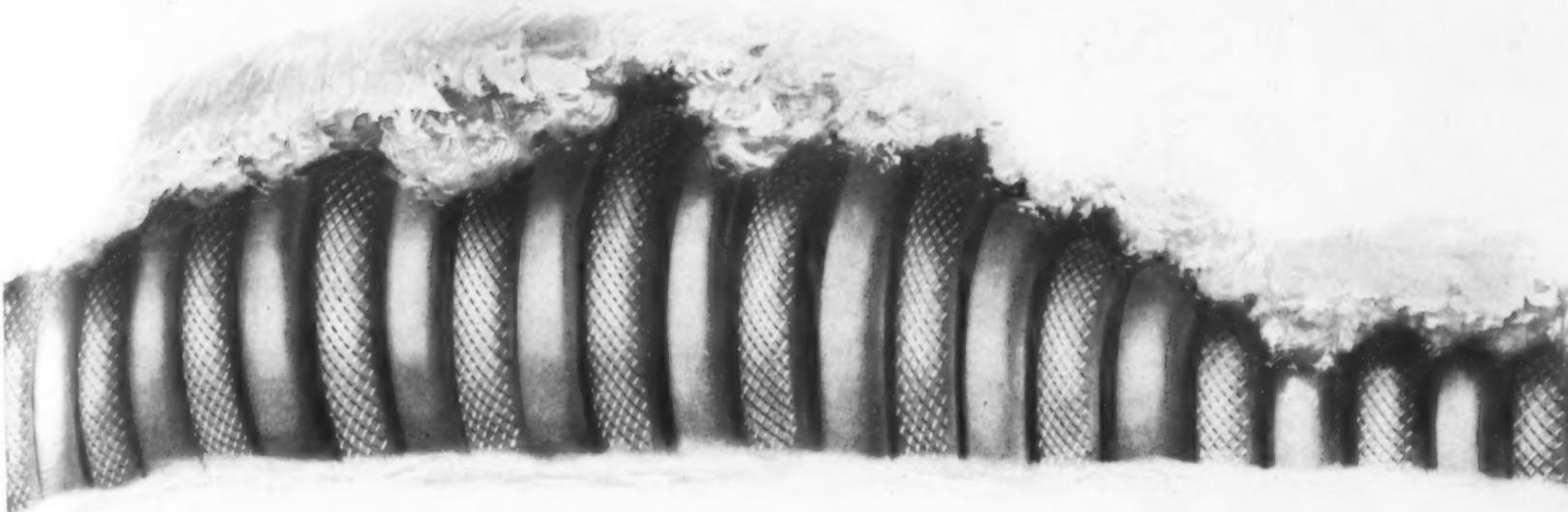
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## The Flood-Like Advance of No-Rim-Cut Tires—10% Oversize

This is what happened when men proved that tire bills could be cut in two:

In 1907 we sold 28,685 tires.  
In 1908 we sold 51,542 tires.  
In 1909 we sold 105,127 tires.  
In 1910 we sold 210,762 tires.  
In 1911 we sold 409,521 tires.

That's pneumatic automobile tires alone.

So far this year the demand has run three times that of 1911.

This is what happened when motor car makers made their final comparisons:

44 makers in 1910 contracted for Goodyear tires.  
64 makers for 1911—  
127 makers for 1912.

And these makers are experts on tires.

No-Rim-Cut tires now far outsell any other make. And the demand is six times larger than two years ago. It's the coming tire.

### Are All These Men Mistaken?

Note how that demand doubles every year—grows and grows with increasing experience.

Today—after 900,000 have been tested out—the demand is growing faster than ever.

Yet for years these tires cost one-fifth more than other standard tires. Now they cost but an equal price.

Can you think these men mistaken—these motor car makers, these tens of thousands of users who have come to this patented tire?

### They Sought What You Are Seeking

They sought for a way to cut tire bills in two. We proved that these tires could do it.

They sought tires which can't rim-cut. One glance at these tires proves rim-cutting impossible.

They sought oversize tires, to take care of their extras—to save the blowouts due to overloading. And they found this oversize with-

out extra cost in No-Rim-Cut tires. That's why they bought, in the year 1911, 409,521 Goodyear tires.

### Loss—\$20 Per Tire

We figure the average loss of men who don't use them at \$20 per tire. It varies, of course, with the sizes. And care or abuse affects it. One can't be exact on these savings.

We figure it this way.

Statistics show that 23 per cent of all ruined clincher tires are rim-cut. No-Rim-Cut tires wipe out that loss entirely.

Ten per cent oversize, under average conditions, adds 25 per cent to the tire mileage. And No-Rim-Cut tires, measured by air capacity, average 16.7 per cent larger than five leading makes of clinchers.

The clincher tire is the old-type tire—the hooked-base tire—which No-Rim-Cut tires are displacing.

This No-Rim-Cut feature, plus the oversize feature, will save motor car owners this year, we figure, a million dollars a month.

### The Only No-Rim-Cut Tires

In No-Rim-Cut tires there are three flat bands of 126 braided wires vulcanized into the tire base. These wires make the tire base unstretchable.

These tires stay on without hooking to the rims, because nothing can force them off the rim until you remove the removable flange. Then they slip off in an instant.

Your removable rim flanges, when you use this tire,

are curved outward instead of inward. That's why they can't cut the tire.

We control by patents the only way to make a practical tire of this type. Other devices, used to meet our competition, have serious shortcomings which we explain in our Tire Book.

That is why the demand for hookless tires centers on Goodyear No-Rim-Cut tires. Nothing else known can take the place of these bands of braided wires.

These patented tires now cost no more than other standard tires. They fit any standard rim, quick-detachable or demountable. So, when you give up clinchers, don't adopt experimental tires.

More and more, the men who know best are insisting on Goodyear No-Rim-Cut tires. Soon or late, you are bound to come to them.

*Our 1912 Tire Book—based on 13 years spent in tire making—is filled with facts you should know. Ask us to mail it to you.*



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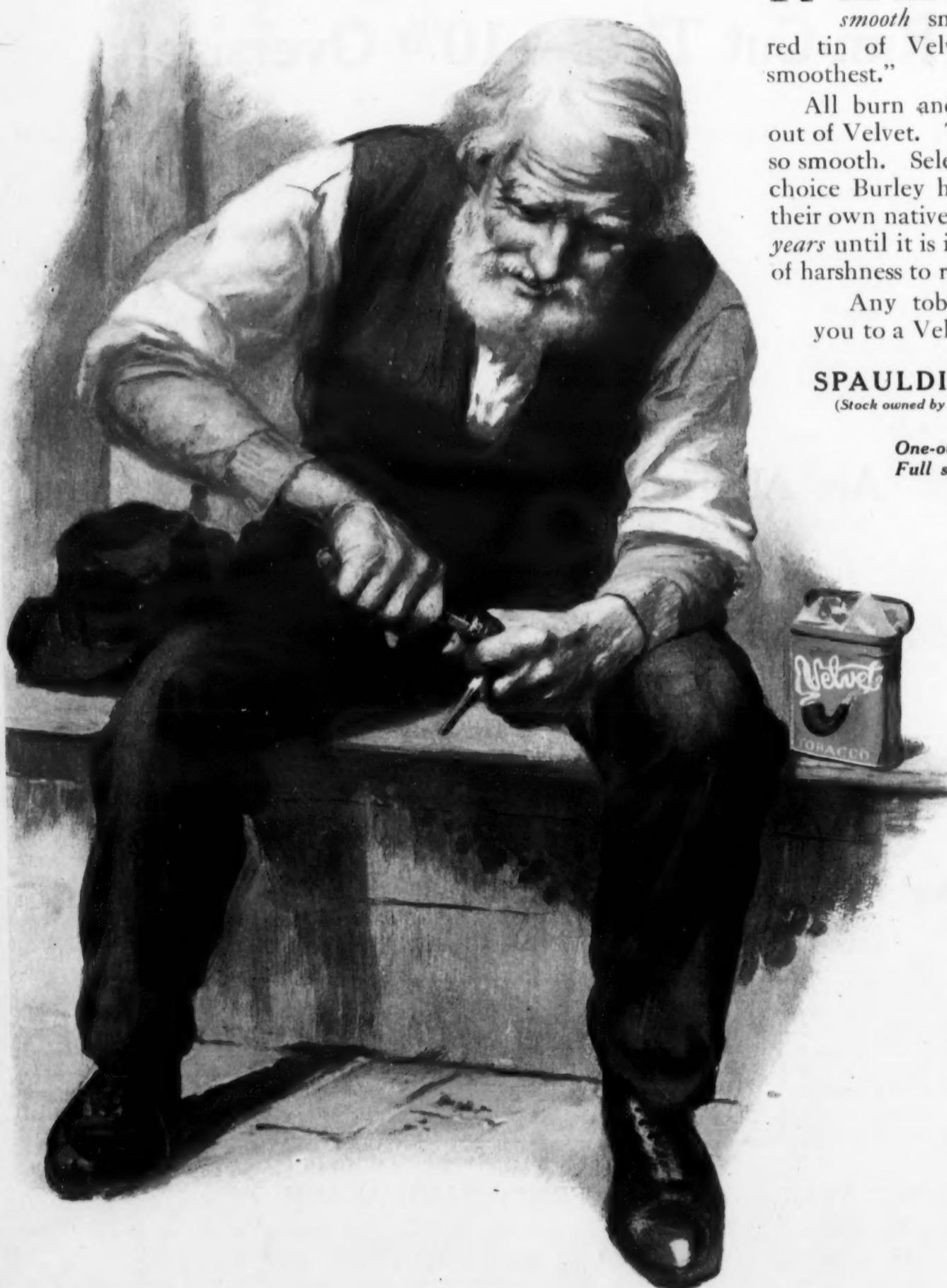
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